Board of Trade Journal

Volume 197, No. 3791 Published by Her Majesty's Stationery Office 12 November 1969

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Board of Trade Journal

VOLUME 197. NO. 3791. PAGES 1273-1336. 12 NOVEMBER 1969.
PRICE 2*s.* 0*d.* (10p) NET SUBSCRIPTION INCLUDING POSTAGE £6 18*s.* 6*d.*

Editorial Address:
Board of Trade Journal, Room 437, Board of Trade, 1 Victoria Street, London, S.W.1. Tel. 01-222 7877.

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Front cover photograph

Target California – the title given to the most sustained trade promotion ever undertaken by the Board of Trade and the British National Export Council – was officially launched by Mr. Roy Mason, President of the Board of Trade, on November 10. The President, whose speech is reported on page 1280, said that part of the California Trade Drive would be a British Week in San Francisco, increased participation in trade fairs, special terms for missions, and joint ventures, the establishment of a Trade Drive Office in Los Angeles. Lord Mancroft, chairman of the BNEC, United States, presented 'Target California', a documentary film profile, and introduced the Hon. Governor Reagan, Governor of California. Mr. Colin Mayhew, whose appointment as director of the California Trade Drive Office was announced by the President on November 10, has written an article on the opportunities in California for British businessmen – see page 1277.

LATE ANNOUNCEMENTS

President attends ESTA Ministerial Meeting.

MR. ROY MASON, President of the Board of Trade, led the United Kingdom delegation to the ESTA Ministerial meeting which was held in Geneva on November 6 and 7.

The full text of the Communique will be published next week.

Index to Statistics published regularly in the Board of Trade Journal

A = Annually; M = monthly; Q = quarterly; 6-M = every six months.

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Air transport:	
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Mileage and traffic (A)	9 July 1969
Trade by air (6-M)	22 Oct. 1969
Balance of payments:	
Trends in 'invisible' transactions (6-M)	17 Sept. 1969
UK balance of payments (Q)	17 Sept. 1969
Bankruptcy orders (Q)	6 Aug. 1969
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Capital expenditure:	
Distributive and service trades (A)	7 Mar. 1969
Industry's capital expenditure (Q)	8 Oct. 1969
Industry's investment intentions (3 times a year)	22 Oct. 1969
Manufacturing industry. Census of production (A)	20 Dec. 1968
Catering trades turnover (M)	15 Oct. 1969
Chemical industries production (6-M)	17 Jan. 1969
Companies:	
Acquisitions and mergers (Q)	5 Nov. 1969
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Computers:	
UK computer market (Q)	22 Oct. 1969
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Deliveries of certain products (Q)	1 Oct. 1969
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Industrial countries trade and production (Q)	5 Nov. 1969
Foreign trade of the UK:	
Direct orders (A)	3 Sept. 1969
Unit value and volume index nos. (M)	This week
Value of overseas trade (M)	22 Oct. 1969
Value of overseas trade: analysis of trends (Q)	This week
Gold and convertible currency reserves (M)	This week
Hairdressing trades turnover (M)	15 Oct. 1969
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Assets and liabilities of HP companies (Q)	13 Aug. 1969
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Industrial building (Q)	5 Nov. 1969
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Industrial production:	
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N. Ireland index (M)	22 Oct. 1969
Insurance companies:	
Assets (A)	30 July 1969
Transactions (Q)	17 Sept. 1969
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Laundries and dry cleaners turnover (M)	15 Oct. 1969
Machine tools, deliveries and orders (M)	5 Nov. 1969
Man-made fibres:	
Analysis of production (A)	4 April 1969
Analysis of production (Q)	5 Nov. 1969
Production (M)	5 Nov. 1969
Motor industry:	
Car and commercial vehicle production (M)	5 Nov. 1969
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Office development permits (Q)	This week
Partnerships registered (A)	7 Feb. 1969
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Assets (A)	30 July 1969
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Movement at UK ports (M)	This week
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Industry's stocks (Q)	8 Oct. 1969
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International tourism (A)	27 Aug. 1969
UK tourist traffic (M)	29 Oct. 1969
Wholesale prices:	
Average prices of selected commodities (A)	21 Feb. 1969
Index nos. (M)	22 Oct. 1969

Board of Trade Departments, etc.

Subjects	*Last Published*
Board of Trade addresses	13 Aug. 1969
Board of Trade regional organization	1 Oct. 1969
British and Commonwealth chambers of commerce and other British business organizations overseas	10 Nov. 1968
British commercial representatives overseas	1 Oct. 1969
Customs notices of interest to exporters	23 July 1969
Directory of Board of Trade departments and their work	29 Mar. 1968
ECGD local offices	23 July 1969
Half-yearly index – Jan.-June 1969	30 July 1969
Official Receivers' offices	21 June 1969
Programme of trade promotions	5 Nov. 1969

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ADVERTISEMENTS

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The *Board of Trade Journal* is published weekly by Her Majesty's Stationery Office, price 2s. 0d. (annual subscription £6 12s. 8d. including inland or surface but not air postage) and is obtainable directly from the following addresses: 49 High Holborn London, W.C.1; 13A Castle Street, Edinburgh, 2; Brazennose St., Manchester; 25 , Broad Street, Birmingham, 2; 109 St. Mary Street, Cardiff; 50 Fairfax Street, Bristol, 1; 7-11 Linenhall Street, Belfast, 1, or through any bookseller.

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Editorial Communications should be addressed to the Editor, *Board of Trade Journal*, Room 437, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. 01-222 7877. Ext. 2654).

The views expressed in contributions to the Journal emanating from other than official sources are not necessarily those of Her Majesty's Government.

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Orders for reprints should be addressed to the Director of Publications (P.1), Her Majesty's Stationery Office, Atlantic House, Holborn Viaduct, London, E.C.1.

Report on Overseas Trade

Prepared by the Statistics Division of the Board of Trade

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HMSO

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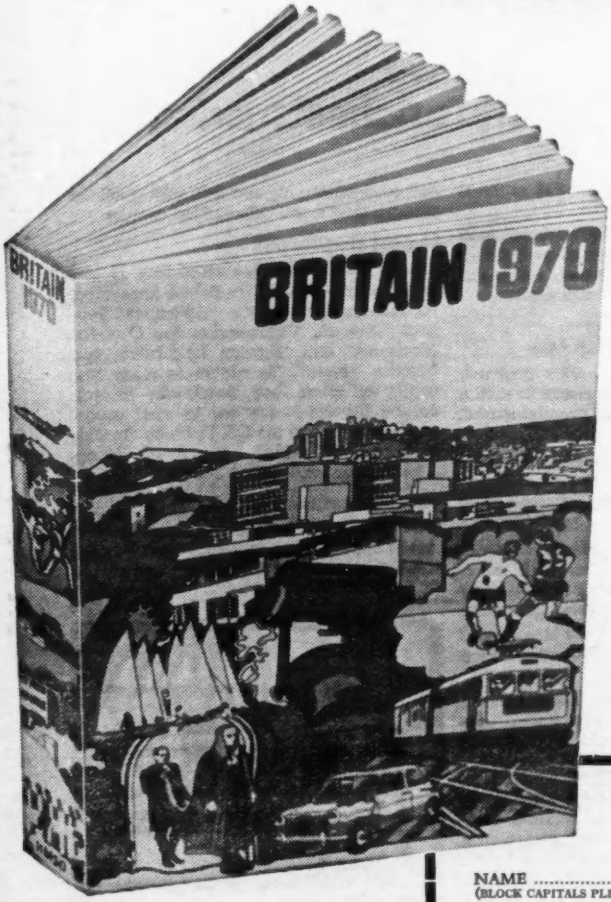
Send your overseas business friends this 520 page greetings card for Christmas



The Board of Trade is again sponsoring a gift scheme, whereby your overseas business associates can receive copies of "Britain 1970" – with your compliments – direct from Her Majesty's Stationery Office.

Running to 520 pages or more, it is a detailed and comprehensive guide to just about every aspect of the British way of life.

Prepared each year by the Central Office of Information in collaboration with other Government departments, this illustrated volume will make a splendid Christmas or New Year gift for your overseas business friends.

The book's nineteen chapters cover everything about Britain today: from the latest industrial production index to the advancement of the Sciences and the Arts – from the National Health Service to the origins of cricket.

The cost to you is only 36/6 per copy, including overseas postage, and in addition you receive attractive greetings cards with envelopes to despatch to your overseas friends. This way, you can let them know that a copy of "Britain 1970" will be reaching them in the New Year as a gift from you.

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EXPORT INTELLIGENCE BRIEFING No. 12: *Selling in the USA*

California here we come!

This new British trade drive could launch your firm into the world's richest market

Target California

The Board of Trade and the British National Export Council announce 'Target California—a trade drive to boost British exports in the 1970's.

Through 'Target California', exporters will be encouraged to take part in major trade fairs, exhibitions, outward and inward trade missions and store promotions. A highlight of the drive will be a British Week in San Francisco in October 1971.

To help exporters, the British Government is offering trade missions to and from California a special 75% assistance with their travel costs.

California, USA

It has the world's highest standard of living. A gross national product equal to the UK's—yet a population of only 20 million against the UK's 55 million. The *average* family income is nearly $10,000 (nearly £4,200) per annum.

Our share of the California import market is now about 5%. If we were to increase this by only 2% or 3% it would mean $30 million (£12,500,000) worth of extra sales.

Why British exporters should aim at California

1. There is a demand for all types of goods, both capital and consumer.

2. As a result of the GATT 'Kennedy Round', tariff reductions on dutiable industrial imports average 41%.

3. Californians have a great willingness to try foreign goods (in some areas 25% of cars bought are foreign—against a US national average of 11%).

4. It is a young and growing market (nearly 50% are under 25 years old) in which Britain's high reputation for contemporary design and good quality should be fully exploited.

This richest of markets is naturally a demanding one

Only the most professional sales approach and follow-up service will succeed in such a sophisticated market. Here are some market pointers:

1. Product design and packaging must be of the highest standard and geared to local tastes.

2. Efficient delivery may mean holding local stocks.

3. If stockholding is likely to cause you problems, consider such ideas as joint warehousing or association with a larger company already established with warehousing facilities.

4. California is unlike New York in tastes and too far away to be adequately serviced from a New York base.

5. Sea cargo schedules should be calculated as accurately as possible. For certain products special air charter should be considered.

Export Intelligence can—

Obtain market assessments for products in California. Arrange official assistance overseas for individual business visits and interest potential agents in manufacturers' products. Supply reports on potential agents, tariff and import regulations, standards, etc. Provide free space and exhibition stands in Joint Venture trade fairs. Assist at such events with collective advertising and help with publicity through the Central Office of Information.

Export Handbooks

The Board of Trade has issued four Export Handbooks—'Services for British Exporters', 'ECGD Credit Insurance and Financial Support Services', 'Organisation for Overseas Marketing' and 'Agency Legislation and Practice Abroad'. To obtain as many free copies of these four handbooks as you require for day-to-day use by your export staff, write now to the UK Publicity Section, Information Division, Board of Trade, 1 Victoria Street, London, SW1.

Export Service Bulletin

You can learn about market pointers and export opportunities on a daily basis through a subscription to the *Export Service Bulletin.*

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California in the '70s: a message to British businessmen

by Colin Mayhew, Director, California Trade Development Office

The British Trade Drive in California, was announced by Mr. Roy Mason, President of the Board of Trade on November 10. This will be a sustained selling operation for both industrial and consumer goods in the wealthiest and most technologically advanced market in the world.

Target California

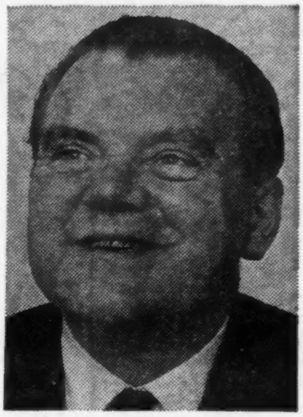
JUST OVER 100 years ago the present State of California was a sleepy outpost of the Mexican Empire. Today it is certainly one of the richest of the 50 States in the United States which is by far the biggest single United Kingdom export market.

It is impossible to quantify the total of imported products, let alone imports from Britain, which are sold in California during the year. It is, however, possible to attempt some estimate of the potential there. As a sovereign State in its own right California would be the eighth richest in the world: as but one of the 50 States of the Union she accounts for more than one-fifth of total United States registrations for imported cars (2½ times as many as in New York State); one-twelth of manufacturing employment and value added by manufacturing; and her population has doubled in the last 20 years (against an increase of one-third in United States as a whole). More than one-fifth of all United States Defence contracts in the last 10 years have been awarded in the State, and more than one-half of the space contracts.

Some British firms are already selling in the area with great success. There are, however, possibly many others already exporting to the United States who because of distance – and the cost involved with distance – tend to concentrate on the East Coast and the Middle West and to whom the final 3,000 miles journey is another hurdle in terms of time, cost efficiency and estimated net return. The Board of Trade and the United States Committee of the British National Export Council are aware of the difficulties. California, though the furthest State in the contiguous continental United States is also the richest; so the Board of Trade and BNEC have been putting their heads together on how to overcome the difficulties. One outcome is the added inducements which I will describe later. How in general terms do we propose to set about this challenging but rewarding task of increasing Britain's share of this rich market? By the time you read this a California Trade Drive Office will have been established in Los Angeles as part of the Diplomatic Service's network of official services in the United States. As Director of this Office my area of responsibility will be the State of California and I and my staff will travel freely and frequently within the State. Between us, my Office and the Consulates-General in California aim to provide market assessments of possible product areas in the Californian market which we think warrant a concentration of effort. Having identified what we think are the most rewarding targets, we hope to see increased joint venture participation in appropriate trade fairs and an increased number of suitable trade missions to California, and by these and other techniques to achieve wider presentation of suitable British products to potential Californian purchasing decision makers.

Having worked inside industry I know only too well that every businessman reading this article will immediately ask himself the question "Will participation and greater effort in the Californian market increase my profits?" This is a question that I cannot and should not attempt to answer. Only you can estimate your profit margins. But I can point to what seems to be a profitable market

(Continued on next page)



Mr. Colin Mayhew, director of California Trade Drive Office

Mr. Brian Masters, BNEC Trade Drive Executive

The Foreign and Commonwealth Office have appointed Mr. Colin Mayhew, an experienced commercial officer of Counsellor rank as Director of the British Trade Drive in California, with offices in Los Angeles.

Mr. Mayhew will be responsible for the detailed organization of Trade Drive events and for advising HM Ambassador in Washington and the Board of Trade and BNEC on the trade drive programme.

Colin Mayhew, who is 47, joined the Foreign Service in 1948 after war service. He has served, mainly in the trade promotion field in Germany, the Middle East, and in the United States. Since 1960, he has worked as Deputy Consul General (Commercial) in Chicago and as Consul in Denver, as well as in the American Department of the Foreign Office.

Mr. Brian Masters is 47. After war service in the Royal Navy he remained in the Service until joining Ranks Hovis McDougall Limited in 1953. Since 1961 he has been responsible for negotiating overseas licensing and manufacturing agreements for Hovis Limited, together with the direction and control of the marketing activities of the subsidiary companies in North America and Australasia.

In August 1969, Mr. Masters was appointed by the British National Export Council to the secretariat of its United States Committee as executive responsible for the California Trade Drive. His primary duties are to coordinate the activities of the product groups which the United States Committee is forming to promote the Trade Drive, and to liaise between industry, the Board of Trade, and the Trade Drive Office in Los Angeles.

Just around the corner from Threadneedle Street is California.

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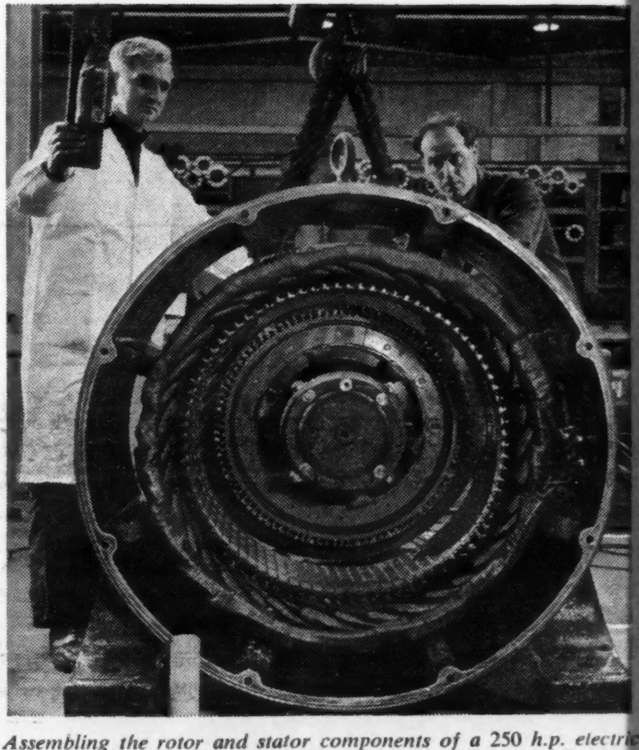
CALIFORNIA IN THE '70s, *continued*

and give you advice in helping you arrive at your own assessment of profitability.

The Board of Trade are prepared through BNEC to provide specially favourable terms for trade missions, and the Board of Trade will endeavour through that joint venture scheme to give maximum participation by firms in suitable established trade fairs. This should take some of the sting out of the additional cost involved in trying to sell in or expand your share of this market. Ultimately it must be your judgment which decides whether or not you wish to go ahead. The profits are yours but so in the last analysis is the risk, although, with the improved financial terms, the risk area will be less. With the assistance of the Commercial Departments in the Consulates-General in Los Angeles and in San Francisco with whom the Trade Drive Office will work very closely, and calling upon the expertise and wide ranging knowledge of the Trade Development Office in New York, we hope to be able to feed back to British industry some of the essential information which will enable you to take positive decisions about greater involvement in the Californian market.

This information will reach you in a variety of ways. Market pointers and export opportunities will, of course, continue to be published in the *Export Service Bulletin* whose computerized information service will operate from the spring of 1970. In addition, we will be working in very close touch with BNEC Committee for Exports to the United States (CEUSA) whose chairman, Lord Mancroft, has shown a close personal interest in this new development in official/industrial collaboration from the beginning. CEUSA is in the process of establishing product groups headed by prominent businessmen knowledgeable in the product area for which they are responsible who will seek out suitable British firms to whom our reports and market information will be sent. BNEC have already engaged an additional official, Brian Masters, who will be responsible in London for co-ordinating the activities of product groups at this end. I shall, of course, keep in very close touch with him as well as with officials in the Board of Trade.

The Californian Trade Drive is therefore a new venture based



Assembling the rotor and stator components of a 250 h.p. electric motor at the Bristol works of Newman Industries Limited. Many of these bigger motors – which range up to 500 h.p. – are being supplied through the company's United States subsidiary to power large hydraulic presses manufactured in Los Angeles and used throughout American car and sheet steel industries.

on the closest collaboration between the Board of Trade and the Diplomatic Service on the one hand, and the BNEC and British industry on the other. Its success, however, must depend on intelligent and long range planning and it would be unwise therefore to expect immediate and flamboyant results. In addition to the information already available from the two Consultates-General further opportunities for increased sales will become apparent as I and my team make detailed investigations on the spot. To mount suitable missions, to recommend suitable joint ventures and to suggest store promotions and other promotional activities will clearly take time and it is vital in an endeavour of this kind, in one of the most sophisticated markets in the world, that there should be as few failures and as few mistakes as possible.

Decision have, however, been taken about some events. The most important has been to hold a British Week in San Francisco in October 1971. Northern California offers the best scope for a major consumer goods manifestation and the need for a focal point for a trade drive of this magnitude is self-evident. Again, a successful British Week requires careful and painstaking involvement by the industries concerned in this country. The time scales involved in department store buying and the importance of advanced displays of future fashions are factors which will be taken into account in recommending the kind of missions, both inward and outward, which would seem most likely to prove successful.

But San Francisco is not the whole of California and the British Week is not the whole trade drive. Even for consumer goods the market is much wider, and throughout California there is tremendous scope for market penetration in capital goods. In making our recommendations we shall be thinking in terms of a sustained effort throughout California over the widest possible range of capital and consumer goods.

It is not my purpose in this article to pretend that either the going or the profits will be easy or that the opportunities are open to everyone. To sell successfully in this market will require managerial ability and marketing expertise of a high order. All that we in the official services and BNEC can do is to point the way ahead and to assist those firms who are competent, experienced and brave enough to risk the passage. We cannot sell for you, but we will provide advice and make the introductions. We cannot tell you what to sell – we can indicate areas in which we think that, with the right approach to the market, you will have good prospects of success. But above all our operation will be long term, planned and soundly managed both at the California end and at this end by the Board of Trade and by CEUSA. The ultimate arbiters of the success or failure of the trade drive will be the readers of this article – British businessmen. I hope that I shall meet a large number of you during the next two years.

WESTERLY PAGEANT

Sailing into the Californian market is this new twin keel four berth cruiser, 'Pageant'. Built by Westerly Marine Construction Ltd., she was designed by Laurent Giles and Partners, and a production rate of five boats a week is forecast to meet demand both for home and overseas.

SOME TRADE MISSIONS TO CALIFORNIA, 1970

January 13-16	**Childrenswear Display 'London Look for Children.'** First joint venture by 12 firms sponsored by NCWA (following display at McAlpine Hotel, New York) at the Hilton Hotel	San Francisco
January 25-27	**Motorcycle and Accessory Trade Show.** First joint venture by seven firms, sponsored by the Cycle and Motor Cycle Association Ltd., at the Convention Center	Anaheim, Los Angeles
Jan. 23 - Feb. 1	**Southern California Boat Show.** Second venture by 10 firms sponsored by SBBNF at the Pan Pacific Auditorium	Los Angeles
February 7-21	**North Staffordshire Chamber of Commerce Mission to the West Coast.** Mixed mission arriving in Los Angeles on February 7 and visiting San Francisco	Los Angeles, San Francisco
February 10-12	**Nepcon 1970 – West.** First joint venture at the Convention Center	Anaheim
February 14-28	**Leicester Chamber of Commerce Mission.** Mixed mission by nine firms, visiting Los Angeles (February 21-28)	Los Angeles
Last week February First week March	**BNEC Aerospace Committee.** 20 firms in follow-up mission	West Coast
March 9-13	**Western Metal and Tool Exposition and Convention Westec.** Fourth joint venture sponsored by the Machine Tool Trades Association at the Great Western Exhibit Center	Los Angeles
April 26 – May 1	**National Microfilm Association Convention.** Second joint venture by two companies sponsored by the Drawing Office Material Manufacturers and Dealers Association	San Francisco
May 9-16 (and possibly May 16-23)	**John McLaren Week.** Display of British goods during John McLaren Week which is part of the Golden Gate Park Centenary Celebrations	San Francisco
May 16-30	**London Chamber of Commerce Mission.** Mission arriving in Los Angeles on May 16 to coincide with 'World Trade Week' May 17-24, and then visiting San Francisco and other cities	Los Angeles, San Francisco and other cities
July 12-15	**Pacific Fine Foods and Beverage Fair.** Third joint venture sponsored by the British Food Export Council at the Biltmore Hotel	Los Angeles

CALIFORNIA TRADE DRIVE

'The most ambitious trade promotion undertaken by BoT and BNEC'

—Mr. Roy Mason

MR. ROY MASON, President of the Board of Trade, described the trade drive in California as 'the most ambitious trade promotion so far undertaken by the Board of Trade and the British National Export Council'.

Speaking at the launching of the operation on November 10, Mr. Mason announced that special financial terms would be available for missions of businessmen travelling out to California in connection with the trade drive.

He said that they had selected the United States in general and California in particular because of the immense potential of that marketed. We already exported about £900 million to the United States, but we ought, like our major competitors, to be increasing our share of the market. 'If we were able to raise our share of the market by only one half per cent, the value of our exports would increase by around £70 million each year.

'California is not only one of the wealthiest States, but also one which British exporters have tended to neglect in favour of the East Coast. California is already more productive than all but seven countries in the world. Over the next five years its output is expected to grow half as fast again as that of the United States as a whole. With a medium family income of almost $10,000 per year, the spending power of Californians is vast. Their total disposable income is almost as great as that of the United Kingdom, thought our population is almost three times as great.'

Not an easy market

'This is indeed a rich market but not necessarily an easy market. . . . It is for this reason we have this concept of a trade drive. We will continue the drive in support of British industry not for a few events or for a few weeks, but for a period of years and across all the commodity groups that show promise for the potential of British exporters. This, I think, shows that California is a market for the serious exporter. I would expect to find a number of the firms who will join this drive already experienced in marketing in the States, perhaps rooted on the East Coast. These can be our spearhead as we help them to extend their marketing arrangements into this wealthy area. We will welcome new firms. But I should make one point very clear. We want firms who wish to establish a serious and long-term connection with the market, who are prepared to face up to American professionalism and who have the capacity to meet whatever opportunities we can find together.'

More emphasis on capital and engineering goods

Mr. Mason pointed out that consumer goods account for no less than 25 per cent of our total exports to the United States. Bearing this in mind and the fact (demonstrated by the British Week in Tokyo) that British Weeks focus public attention on the market as a whole, it is proposed to organize a British Week in San Francisco in October 1971. At the same time 'we expect the Trade Drive as a whole to place more emphasis on capital and engineering goods generally.

'This effort will need special machinery. With the co-operation of the Diplomatic Service I have opened this week in the office of the Consul-General in Los Angeles the California Trade Drive Office. A Commercial Counsellor has been appointed to this office who is well versed in the American market. . . . In addition, as plans for a British Week get under way, I will open a British Week Office in San Francisco, again as part of the office of the Consul-General in that city.'

Lord Mancroft (left), chairman of BNEC United States, and Governor Ronald Reagan of California, talk about Target California to an ATV interviewer during the television programme 'Today' on the evening of November 10.

Special terms for outward missions

'We see the need to increase substantially the flow of British businessmen to see this market for themselves. For this reason I have decided to make special terms for outward missions connected with the Trade Drive. The BNEC will provide 75 per cent of travel expenses for members of missions from the United Kingdom. This will result in the London to San Francisco fare for these special missions being cheaper than the London to New York fare on normal mission terms. At the same time, industry will be able to take advantage of the decision I announced last week to provide 75 per cent of travel expenses for groups of buyers whom they wish to bring to this country from California under the BNEC award missions scheme. We found that terms of this sort made a tremendous difference to the drive in Japan leading up to the British Week. I am sure they give us the same basis for success in California.'

Lord Rootes to become Chairman of BNEC-United States

LORD ROOTES, chairman of Rootes Motors Ltd., has been appointed chairman-designate of BNEC-United States of America to succeed Lord Mancroft when he retires after three years' service early in 1970.

This was announced by Lord Mancroft on the eve of BNEC's 'Target California' trade drive conference on November 10. Lord Rootes, as chairman-designate, will take immediate charge of BNEC's part in organizing British industry's participation in 'Target California', a sustained series of promotions starting in 1970 and lasting several years.

Lord Rootes, 52, has been a member of the council of BNEC since April 1969. He is the eldest son of the late Lord Rootes who headed the former Western Hemisphere Exports Council.

Board of Trade's new role is 'promotion and regulation of trade and commerce'

—MR. ROY MASON

Mr. Royal Mason, President of the Board of Trade (centre), gives details of the Government's plans to push Britain even further ahead in the export field, during a press conference at the Board of Trade. With him are Lord Brown, Minister of State (left), and Mr. A. D. Peck, Second Secretary (right).

OUTLINING THE FUTURE role of the Board of Trade as 'the promotion and regulation of trade and commerce' at a Press conference in London on November 4, Mr. Roy Mason, President, said that among its responsibilities:

activities in the field of overseas trade promotion were in support of export business totalling over £6,000 million a year;

administration of Company law applied to over 500,000 firms on the register;

administration of the Insurance Company Acts involved an industry with assets exceeding £13,000 million and premium income of £3,000 million of which a proportion is in foreign currency;

responsibility for aerodromes and air traffic control should be seen in the context of 25 million passengers a year, passing through British airports and British airlines carrying 16 million passengers a year and earning roughly £350 million a year, half of it in foreign currency;

policy relating to the United Kingdom merchant fleet – the most important in the world – concerned on industry with gross earnings of about £1,200 million a year; a significant proportion of which is in foreign currency;

Other responsibilities of the department referred to by the President are set out below.

The President said that with its wide range of responsibilities, it followed that the Board of Trade continued to be a major department of State. Its job broadly was to increase our trade, commerce and exports and to help Britain increasingly to pay its way. With its activities ranging from protection of the individual consumer right through to responsibility for the trade of the country, the Board operated in the biggest and most crucial areas of national importance.

The recent transfer of some of its work to other departments would mean that its staff of 18,000 would be reduced by about 2,000.

Announcing plans for assisting Britain's exporters, the President said he intended to concentrate on export promotion and to give more time than his predecessors to visiting and encouraging exporting firms at home ('Britain's Salvationists') and established and potential markets abroad. (Details of his programme are given below.)

Mr. Mason said there was already a good bedrock – a strong foundation – for export promotion at the Board which could now be said to be opening a new chapter. He paid tribute to Lord Brown, Minister of State, whose special expertize and industrial and business experience would continue to be devoted to export promotion. He also paid tribute to the work of the British National Export Council.

There had been a dramatic build-up in export proomtion effort and expenditure over the last few years. Outward missions were now 250, covering 2,500, compared with 70 in 1965. In 1965 the Board supported participation by United Kingdom firms in 85 overseas fairs; in 1968 there were 239. Daily inquiries received by Export Services Branch of the Board had risen from 1,300 in 1965 to over 3,500 today. Government expenditure on the services had increased from £1 million in 1964/5 to over £6½ million in 1969/70.

Referring to the Duncan report and the Board's own inquiry into ways of improving export promotion organization at home and overseas, the President said that the two studies should secure a better direction of the Government's export promotional services. They also wanted to consolidate and improve two-way communication between Government and its varied activities in support of exporters.

Following are details of the export promotion plans announced by the President:

Reorganization of the Board of Trade's export work

Following the internal review of the commercial relations and export promotion work of the Board of Trade which has just been completed, the President has appointed an additional Second Secretary, Mr. A. D. Peck, to take charge of the Board's export promotion activities. New plans for restructuring the Board's commercial relations and export promotion work (both at headquarters and in its regional offices) will provide a more stream-lined and co-ordinated pattern for the Board's expanding services for helping British exporters.

Overseas promotions in 1970

Plans include two major trade drives, in Finland and California. The trade drive is a new promotional concept where the aim is to create opportunities for the participation of the full range of British industry and commerce – capital and consumer goods, scientific equipment, and the 'invisibles' – throughout an entire overseas market over a defined period.

For example, plans for Finland include participation in some 12 trade exhibitions (including the Helsinki International Trade Fair, where there will be over 100 British firms), a British Engineering Week, and promotion of consumer goods throughout at least eight major store chains.

1970 plans for trade fairs already include more than 70 events in the United States, where in 1965 we participated in only seven. In Western Europe we shall be in well over 100 trade fairs compared with a couple of dozen in 1965. In Eastern Europe, where British industry continues to show increasing interest in the promotional opportunities of trade fairs, the Board of Trade will organize British participation in 15 events; five times as many in 1965.

A major British Industrial Exhibition at Buenos Aires next autumn is being organized by Industrial Trade Fairs International Ltd. with substantial Board of Trade financial and other support.

Also in 1970, the Board will support three British Shopping Weeks in Sweden, a direct outcome of the successful major British Week staged by the Board of Trade at Stockholm in 1968.

(Continued on next page)

Financial support for trade missions

The President has authorized the British National Export Council to continue to pay 75 per cent of the cost of air fares to missions to the Far East, Australia and New Zealand to the end of 1970. This facility introduced in September 1968 has generated more missions to these important markets particularly to Japan for the build up to the recently highly successful British Week. By deciding to continue these favourable terms, the Board of Trade is underlying the need for strong follow up action by industry.

Mr. Mason also announced that the Board of Trade will now pay up to 75 per cent of the costs of air fare of missions to the United Kingdom of overseas businessmen sponsored through the BNEC. This facility will apply to missions from all countries of the world except Western Europe.

The President's personal export promotion visits

Mr. Mason intends to make regular visits to firms throughout the country where he can meet both workers and management and learn about their export successes and problems. He also plans to undertake a programme of overseas engagements where he can gain first-hand experience of a variety of overseas markets and have the opportunity to talk to British businessmen operating there. These will include visits to 'Interstoff' later this month (the clothing piece-goods fair in Frankfurt at which 47 British firms are taking part with Board of Trade assistance); to Helsinki in the first half of December; to S.E. Asia in January; to Rumania in March; to Canada and the United States in April; and a series of one-day visits in Europe in the period February-April.

The Board of Trade's new computerized export intelligence service

Next year the Board intends to introduce a more refined export intelligence service which, by means of a computer, will match each day the export information sent in from overseas posts with the stated requirements of the British exporter. In this way the service will be tailored to meet the specific requirements of the individual exporter. Shortly the Board will be approaching 30,000 exporters about this service. Already a survey has been done by National Opinion Polls for the Board of Trade to test exporters' requirements under such a service.

Promoting invisible exports

The President intends to examine ways of promoting invisible exports and proposes shortly to consult the Committee on Invisible Exports. The Board of Trade has already given financial support to the British Export Houses Association to produce a Directory of Export Houses, which will be published later this month.

New lines of credit

The Export Credits Guarantee Department has so far negotiated 14 lines of credit for a total value of £146 million and British exporters have already secured orders worth £96 million under them. A further 13, involving credit of £108 million are now being negotiated. ECGD, for which the President of the Board of Trade is responsible, insures 34 per cent of British exports. It is the world's largest credit insurer, and is currently celebrating its fiftieth anniversary.

Functions of the 'new' Board of Trade

At his Press conference the President said that the Board of Trade's new role would include the following areas of responsibility:

Commercial Relations and Export Promotion

Protection of the United Kingdom's commercial interests overseas; negotiation and administration of commercial treaties and agreements with overseas countries; export policy and promotion; trade fairs, British Weeks and stores promotions; export services and export intelligence; export credit and finance (ECGD).

Insurance, Company Law and the Prevention of Company Fraud

General administration of the Companies Acts, 1948 and 1967, affecting over 500,000 companies registered under the Companies Acts; the Prevention of Fraud (Investments) Act 1958; the Protection of Depositors Act, 1963; the Registration of Business Names Act 1916; the Bankruptcy Acts 1914 and 1926 and the winding-up of companies under the Companies Act 1948.

General Administration of the Insurance Companies Acts 1958 to 1967.

Consumer Protection and Trade Descriptions

Protection of the consumer, including legislation on trade descriptions and the Consumer Council, weights and measures, credit trading, including hire purchase and hiring.

Aviation

Aviation policy generally, including overseas relations, safety, air traffic control and aerodromes.

Shipping

Policy in relation to the United Kingdom merchant fleet, including international questions, safety at sea, and the safety of ships and equipment.

Patents, designs and trade marks and copyright

Administration of the Acts on Industrial Property and Copyright (the Patents Acts, the Registered Designs Act, the Trade Marks Act and the Copyright Acts); international conventions and agreements on these forms of property.

Sponsorship functions

Advertising; estate agents; tourism; newspapers; periodicals and publishing; films; distributive trades; service trades; antiques and works of art; stamps and coins.

BoT functions transferred to other departments

The most important blocks of work transferred to other departments under the recent changes are:

To Ministry of Technology: Distribution of Industry; investment grants, responsibility for the textile, chemical, rubber, tobacco, non-ferrous metals, timber, paper and board, leather and footwear industries.

To Department of Employment and Productivity: Monopolies, mergers and restrictive practices; British Productivity Council, British Institute of Management, Centre for Interfirm comparisons.

To Ministry of Housing and Local Government: Control of Office Development.

CATALOGUES OF GOVERNMENT PUBLICATIONS

Her Majesty's Stationery Office offer their customers a comprehen sive service which will enable them to judge whether any other titles in the vast output of Government Publications would help them in their work or leisure. Full information about this service can be obtained by sending a postcard to Publicity Section, Her Majesty's Stationery Office, Room E22, Atlantic House, Holborn Viaduct, London, E.C.1, asking for the CATALOGUE SERVICE LEAFLET.

Chancellor on trade figures and balance of payments surplus

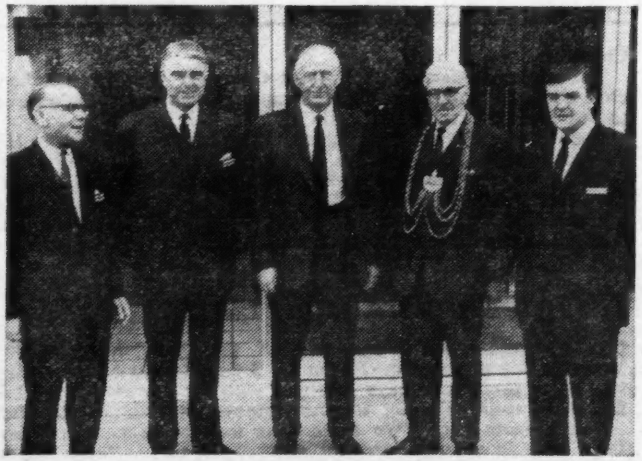
IN THE RESUMED DEBATE on The Queen's speech in Parliament on November 3, Mr. Roy Jenkins, Chancellor of the Exchequer, dealt with allegations that the presentation of the August and September trade figures was misleading. He said that the figures, admittedly complicated, were produced with the most scrupulous care and impartiality to give the country and the world the most accurate possible picture, good or bad, of what was happening to the trading balance. 'The integrity of these figures is a national asset,' the Chancellor added.

On the balance of payments prospect, the Chancellor said:

'I can reiterate the view I have previously expressed, that we are making very good progress towards our immediate target of a surplus of £300 million on current and long-term capital accounts combined in this financial year. The first quarter of the financial year, the second quarter of the calendar year, took us £100 million of the way there. The full figures for the next quarter – the third quarter of the calendar year – will not be published in detail for another month. But enough is already known about their main components to show that they will be still better, substantially better, than those for the second quarer. Indeed, I can say with confidence that they look sufficiently good to bring us close to another target. That is the most ambitious target I ever set, and I set it soon after devaluation – a surplus at the rate of £500 million in the second half of 1969. I believe that we have achieved that rate for the middle two quarters of 1969. In other words, we look like being three months ahead of our most ambitious figure.'

Hospital equipment supplies for Israel

DURING a recent visit to London as a guest of H.M. Government the Israeli Minister of Health, Mr. I. Barzilai, made a number of calls relative to his official interests and was greatly impressed with what he saw. Israel is currently pursuing an extensive hospitals modernization programme which provides export opportunities for British manufacturers. Further information can be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 529).



Pictured during the opening ceremony by Lord Brown, Minister of State, Board of Trade, of the head office and factory of W. H. Howson Ltd., a division of Crabtree-Vickers are left to right: Mr. F. P. Tanner, managing director of W. H. Howson Ltd.; Colonel H. S. J. Jelf, CBE, chairman of Crabtree-Vickers Ltd., and joint assistant managing director Vickers Ltd.; Lord Brown; The Lord Mayor of Leeds, Alderman A. R. Bretherick; Mr. R. O. Taylor, chairman of W. H. Howson Ltd., and managing director of Crabtree-Vickers Ltd.

Mr. Roy Mason, President of the Board of Trade (right), is pictured with Mr. Masayoshi Ohira, Japan's minister for International Trade and Industry, during Mr. Ohira's three day visit to Britain. During his stay, the Minister also had talks with Mr. Anthony Wedgwood Benn, Minister of Technology.

Largest firms increase lead in decimal preparations

THE DECIMAL Currency Board announce that in preparation for D-Day, February 15, 1971, some 88 per cent of Britain's largest firms (1,000 or more employees) have taken steps to have their business machines converted or replaced for decimal currency compared with 38 per cent of the smallest firms (up to 30 employees). These steps are installation or ordering of business machines, arranging for their conversion or contacting machine suppliers about their needs.

This information about the state of preparedness by management is disclosed in the findings of a survey conducted last September on behalf of the Decimal Currency Board and published on November 4.

Banks to stop issuing halfcrowns from November 30

HALFCROWNS WILL NOT be issued to bank customers after November 30, a month before they cease to be legal tender on January 1, 1970. Retailers and other cash handlers between now and the end of December are asked not to give out any more halfcrowns in change. These are two of the main points contained in a letter published on October 30 from Mr. Noel Moore, Secretary of the Decimal Currency Board, to associations representing retailers, transport enterprises and other cash handlers. Mr. Moore hopes that they will make the terms of the letter known to their members and ask them to co-operate with the Board in securing a smooth withdrawal of the half-crown.

New Customs Tariff — correction

A MISPRINT occurred in the notice 'New Customs Tariff to operate from January 1, 1970 (*Board of Trade Journal*, November 5, page 1222).

The second paragraph should read as follows:

'Hitherto, importers have had to classify goods in two ways – for duty purposes and for statistical purposes. Exporters have had to classify goods for statistical purposes from yet another list. This involved three volumes – the existing "Tariff", the "Statistical Classification for Imported and for Re-exported Goods" and the "Export List".'

Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering an application for the temporary exemption from import duty of the material listed below on the grounds that this material is not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for this material, or who are interested in its future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, Brunswick House, 2 Central Buildings, Matthew Parker Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by November 26.

Tariff Heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
85.23	Single strand niobium titanium alloy wire, coated with copper and with an outer coating of insulating lacquer, of a total diameter of not less than 0·03 millimetre and not more than 0·75 millimetre	Niobium/titanium wire	December 31, 1970	10403

Applications for reimposition of import duty

INTERESTED PARTIES should note that the applications for reimposition of import duty from January 1, 1970, on the materials listed below have now been withdrawn:

Tariff Heading	Description	Reference
29.11	Glutaraldehyde	10884
29.14	*p*-Toluic acid (-COOH at 1)	2394
29.35	5, 6-Dimethylbenzimidazole	5285

Withdrawal of cyclamates

AS ANNOUNCED on October 23 by the Minister of Agriculture, Fisheries and Food, cyclamates will be banned from usage in food and in soft drinks with effect from January 1, 1970. Proposals to replace the Artificial Sweeteners in Food Regulations 1967 and to amend the Soft Drinks Regulations 1964 were issued on November 5. Copies may be obtained from Miss V. M. Giddings, Ministry of Agriculture, Fisheries and Food, Food Standards Division, Room 422, Great Westminster House, Horseferry Road, London, S.W.1. Comments have been invited by not later than November 21, and should be sent to the Assistant Secretary, Food Standards Division, Great Westminster House.

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room 437, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2653/6) and not to HMSO,*

Prevention of Fraud (Investments) Act 1958

Dealers in Securities

THE FOLLOWING changes have taken place during October in the lists of Dealers in Securities under Sections 3 and 16 of the Act:

Licensed dealers

Addition

Camfund Limited, 36 Regent Street, Cambridge

Deletions

Allied Investors Development Company Limited, 286-295 Salisbury House, London Wall, London, E.C.2

London and North British Trust Limited, Durrant House Chiswell Street, London, E.C.1

Harry Lucas Jr., 39 South Street, London W.1

Changes of Address

The address of Finance for the West Limited is now Albion Chambers, Small Street, Bristol

The address of N. K. Cosgrave & Company Limited is now 2 Angel Court, London, E.C.2

The address of Chisholm Brothers is now 13-14 Charterhouse Square, London, E.C.1

Exempted dealers

Addition

White, Weld & Co. Limited, P. & O. Building, Leadenhall Street, London, E.C.3

Change of Address

The address of County Bank (Nominees) Limited is now 75 Cornhill, London, E.C.3

Authorized unit trust schemes

THE FOLLOWING AMENDMENTS have taken place in the list of unit trust schemes authorized under Section 17 of the Act and published in Part V of the 1969 Particulars of Dealers in Securities and of Unit Trusts.

Additions:

Group and/or Name and Address of Management Company	Name of Scheme	Name and Address of Trustee
The Emblem Fund Management Company Limited, 20 Copthall Avenue, London, E.C.2	The Emblem Fund	The Royal Bank of Canada Trust Corporation Limited, Brewers' Hall, Aldermanbury Square London, E.C.2
Provincial Life Investment Company Limited Sand Aire House, Stramongate, Kendal	Prolific Unit Trust	The Royal Bank of Scotland Limited, P.O. Box 51, St. Andrew Square, Edinburgh, 2

Changes:

The name of Martins Bank Trust Company Limited has been changed to Barclays Bank Trust Company Limited and the address to 54 Lombard Street, London, E.C.3.

The name of Growth With Security Trust has been changed to Hill Samuel Security Trust, and the Trustee has been changed from Barclays Bank Limited to Midland Bank Executor and Trustee Company Limited, Poultry, London, E.C.2.

The name of Growth With Security Managers Limited has been changed to Hill Samuel & Co. Limited.

DITB seeks more grant claims

MR. GEORGE SPENCER, chairman of the Distributive Industry Training Board, stated on November 3 that the Board are finding that some firms, who have complied with the law in paying their first levy, seem reluctant to claim grants for training acitivities.

Mr. Spencer said: "We think there may be firms who believe their training activities are not covered by the headings on the claim form and who, therefore, have assumed that they cannot submit a claim. We would like them to do so — for we are most anxious to give sympathetic consideration to meaningful training not specifically mentioned in the claim form headings. Provision is made for information of this nature to be given on the claim form.

'We don't want firms to assume that they have no right to a grant and, as a result, lose money to which they may have a perfecly fair claim.'

Parliamentary Answers

Below is a selection of Parliamentary Answers of interest to trade and industry.

FRIDAY, OCTOBER 31

The fishing industry

Mr. Roy Mason, President of the Board of Trade, was asked to list in the Official Report those fishing ports where there was a fisherman's registration scheme in operation; how many men were registered in each port; how many applicants had been refused registration; and how many had been struck off or suspended from the register. The President replied that there were at present registration schemes at Hull, Grimsby, South Shields, Milford Haven, Fleetwood, Lowestoft, Aberdeen and Leith. These schemes were non-statutory and were managed by the industry itself and there was no requirement for information to be supplied to the Board of Trade as to their operation.

The President was further asked to list in the Official Report those principal fishing ports which had industrial disciplinary committees covering the fishing industry; how many of these committees dealt with all or part of offences covered by section 376(1) of the Merchant Shipping Act 1894; how many cases had come before them in each year since they were established; and the nature and extent of the punishment inflicted. Mr. Mason said: 'There are at present disciplinary committees at Hull, Grimsby, South Shields, Milford Haven, Aberdeen and Leith. These committees are non-statutory and are therefore not required to report on their work to my Department.'

MONDAY, NOVEMBER 3

Imports of apples

A Member asked if the President of the Board of Trade would remove existing import restrictions on apples and permit them to be exported under open general licence in the same way as other fruits. Mrs. Gwyneth Dunwoody, Parliamentary Secretary, Board of Trade, answered 'No. The restrictions are maintained to preserve the stability of the domestic market in the interests of our apple growers.'

Prosecutions under Trade Descriptions Act

Mrs. Dunwoody was asked how many prosecutions under the Trade Description Act 1968 have succeeded. She answered that 424 cases initiated by local weights and measures authorities were reported by October 25 to have resulted in conviction on one or more counts. Those under sections I and II involved the following classes of goods:

	Convictions under Section I	Convictions under Section II
Motor vehicles and accessories	111	2
Food and drink	32	41
Soap and detergents	4	63
Solid and liquid fuels	36	5
Clothing and textiles	24	8
Other goods	54	29

TUESDAY, NOVEMBER 4

Public companies' accounts

A Member asked if an estimate of the number of public companies which had not yet filed their accounts for 1966, 1967, and 1968 could be provided. Mrs. Gwyneth Dunwoody, Parliamentary Secretary, Board of Trade, said almost all public companies in manufacturing and distribution with net assets exceeding £500,000, or profits exceeding £50,000, had filed accounts for 1966 and 1967, and 85 per cent of these companies have filed accounts for 1968. To extract information about the smaller public companies would involve an undue expense of time and effort.

Individual trade figures

Could the latest individual balance of trade figures for the most recent two months be given, inquired a Member. Mrs. Dunwoody replied that full information about the trade balance for August and September was given in the press notice for September, issued on October 13 and published in the *Board of Trade Journal* of October 22.

Vehicles and passengers to Norway and Sweden

A Member asked for the total number of passengers and personally owned motor vehicles carried in each direction between the United Kingdom and Norway and Sweden, respectively, for each of the past five years. Replying, Mrs. Dunwoody said she had the following figures only for the number of passengers.

Following is the information.]

Numbers of Passengers

Thousands

	To Britain		From Britain	
	From Norway	From Sweden	To Norway	To Sweden
1964	112	58	115	57
1965	123	72	126	74
1966	136	119	143	115
1967	142	137	149	126
1968	147	148	146	146

WEDNESDAY, NOVEMBER 5

Financial assistance under Local Employment Acts

A Member asked what account was taken of previous trading history and pattern of labour relations of firms applying for public funds and special facilities for establishing and developing new factories. Mr. Eric Varley, Minister of State, Ministry of Technology, answered: 'the Ministry's Advisory Committee, which investigates the financial prospects of most applicants for financial assistance under the Local Employment Acts, takes account of their trading history and, if relevant to this investigation, of the pattern of labour relations, as do the Industrial Estates Corporations in investigating the financial standing of firms seeking to rent Ministry of Technology factories.'

Industrial development

Mr. Eric Varley, Minister of State, Ministry of Technology and Mr. Alan Williams, Joint Parliamentary Secretary, Ministry of Technology answered questions on industrial development in East Kilbride, Sunderland, Lancaster, Cheshire and the High Peak Area.

World trade

Mrs. Dunwoody was asked what was Great Britain's percentage of increased world trade for the latest available 12 months; what was the percentage for the previous 12 months; and from figures available from international sources, what were the comparable figures for the United States of America, Japan and Western Germany. She answered that our share of world trade in manufactures in the year ending June 1969 was a little lower than in the previous year, partly on account of the dollar value having been reduced by devaluation. The following information was given:

Exports of manufacturers by main manuturing countries

	July 1966-June 1967	July 1967-June 1968	July 1968-June 1969
Total value US$ (thous million)	97·5	103·6	123·9
Share of total (per cent):			
United Kingdom	12·8	11·2	10·9
United States	20·3	20·5	19·7
Japan	9·7	10·3	10·9
German Federal Republic	19·5	19·5	19·5

Imported foodstuffs

Asked what was the total value of imported foodstuffs in the last 12-month period for which figures are available, Mrs. Dunwoody said information on imports of food and live animals for the 12 months ending September 1969 could be derived from the issues of the Overseas Trade Accounts for December 1968 and September 1969 (page 3, Section O). Answering a further question on imports of barley arrived in the United Kingdom in August, September and October 1969, Mrs. Dunwoody referred to page 16 of the issues of the Overseas Trade Accounts for those months. October figures were not yet available.

Trade between North-east Scotland and Scandinavia

A Member asked about plans for improving trade relations between North-East Scotland and Scandinavia following from the visit of the Prime Minister to Scandinavia last July. Mrs. Dunwoody said 'The Board of Trade and the Export Council for Europe will continue to provide comprehensive export promotion services for firms in North-Eastern Scotland who want to increase their trade with Scandinavia. There will also be a British Trade Drive in Finland and three British Shopping Weeks in Sweden during 1970.'

THURSDAY, NOVEMBER 6

Imports of curds and cheese

Mrs. Dunwoody gave the following information to a Member who wanted to know how much cheese and curd were imported in 1968, and from January to August 1969; and what proportion came from countries of the European Economic Community.

	Total Imports	Imports from West Germany	Netherlands	France	Italy
1968	3,550 (100)	14 (0·4%)	388 (10·9%)	188 (5·3%)	21 (0·6%)
1969 Jan.-Aug.	2,022 (100)	9 (0·5%)	210 (10·4)	109 (5·4%)	10 (0·5%)

Imports from Belgium were very small; there were no imports from Luxembourg.

Firm in liquidation – arrears of salary

A Member asked if the President was aware that former employees of a firm in liquidation, about which the honourable Member for Hornsey had written to him, although preferential creditors in law had been waiting for more than 11 years for their arrears of salary to be paid to them; and what action the Board of Trade were taking to ensure that payment is made. Mrs. Dunwoody said: 'I regret the delays to which the hon. Member refers. As he knows, the liquidator appointed by the Court has paid preferential claims of the employees in full and dividends totalling 7s. 6d. in the £ on account of their non-preferential claims for salary in lieu of notice. The creditors of the company and of other companies associated with it have approved a method of distributing certain further funds but the liquidators of the companies have been advised that they must obtain an Order of the Court before distributing these funds. Solicitors and Counsel have been instructed to apply to the Court but have not yet been able to do so. The Board of Trade are keeping in touch with the liquidators in the matter.'

Increase in British exports

Asked for the percentage increase in dollar terms in British exports between 1964 and a 12-month period to the latest convenient date; and the equivalent figures for world exports and the total exports of the Organization for Economic Co-operation and Development countries, excluding Great Britain, respectively; Mrs. Dunwoody gave the following information:

	All commodities
	Per cent
United Kingdom	*27*
World (other than United Kingdom) (a)	*51*
OECD (other than United Kingdom)	*59*

(a) Excluding Sino-Soviet countries.

Parliamentary answers on aviation and shipping

Below are a number of Parliamentary Answers relating to the aviation and shipping industries.

MONDAY, NOVEMBER 3

Woodley-Midhurst air route

A Member asked if all the appropriate local authorities would be consulted before approval was given to the proposed new Woodley-Midhurst route for aircraft taking off from Heathrow in a westerly direction and turning south, Mr. Goronwy Roberts, Minister of State, Board of Trade, said the possibility of increased use of the Woodley-Midhurst route, including its implications for amenity, was at present being studied. 'I should prefer to await the outcome of this study before considering the question of consultations,' he said.

Aircraft noise control

Mr. Roberts was asked what penalties had been imposed, during the past 12 months, on the pilots of aircraft infringing the noise control regulations at Heathrow. He answered that infringements of Board of Trade noise abatement requirements at British Airports Authority aerodromes were rare and did not constitute an offence at law. All infringements were taken up with the airlines with a view to discovering the cause and, where appropriate, securing remedial action for the future.

Aircraft altitude monitoring

Answering a Question on the number of times during the past year, aircraft overflying the Woking area had been monitored to check their altitude, and if he would publish the results of such tests, Mr. Roberts said no such monitoring had been carried out as the cost would be greatly disproportionate to any conceivable benefit.

Foreign light aircraft

'How many foreign light aircraft were taken into the United Kingdom register in 1968?' inquired a Member. Mr. Roberts replied, 279 aircraft of less than 6,000 lbs. weight. Of these registrations five were cancelled because the aircraft were not in the event imported and 29 because the aircraft were re-exported. A table giving further details was published in *Hansard.*

Beagle aircraft

A Member asked whether the Beagle Pup 150 aircraft was still in use by the Hamble College of Air Training as a basic trainer.

Mr. Roberts said: 'The College of Air Training has not yet used aircraft of this type.'

Answering a further question on the number of light aircraft built by the wholly Government-owned Beagle Aircraft Company Limited taken onto the United Kingdom register in 1968, other than in the name of Beagle Aircraft Company Limited itself, Mr. Roberts said seven Beagle B 121 Series 1 aircraft were on the register.

TUESDAY, NOVEMBER 4

Search and rescue

Stating that pilots of British light aircraft have to sign an agreement in France before taking off for Great Britain accepting financial responsibility for all search and rescue operations by the French in the event of an accident in the Channel, a Member asked if representations to the French Government could be made so that British aircraft leaving France were treated the same as French and other aircraft leaving Great Britain in regard to search and rescue. In reply, Mr. Roberts said this undertaking in respect of the costs of air sea rescue operations arose as a condition of dispensation from the French regulations which required that for flights over water aircraft should carry certain survival equipment. These regulations applied to aircraft of all nationalities leaving France and to French aircraft returning to France from the United Kingdom. The United Kingdom requirements in respect of international general aviation operations were being reviewed having regard to the international standards and recommended practices published by ICAO earlier this year as Annex 6 Part II to the Convention on International Civil Aviation. It was considered advisable to await the outcome of this review which would include consultations with organizations representing general aviation.

WEDNESDAY, NOVEMBER 5

Swedish Lloyd Leffler line

Stating that sea communications between Scandinavia and North-East Scotland are inadequate since the Swedish Lloyd Leffler line withdrew their fortnightly shipping services from Gothenburg to Aberdeen last spring; a Member asked for plans to substitute other sea communications between Aberdeen and Scandinavia and the accommodation now available. Mr. Roberts said the provision of shipping services was a matter for the judgment of the commercial interests concerned but he was not aware of any evidence that the through transport facilities available between North-East Scotland and Scandinavia were inadequate.

Rochdale report on shipping

'I have not yet received the Report of Lord Rochdale's Committee of Inquiry but I understand that they expect to be able to report to me before the end of this year,' said Mr. Roy Mason, President of the Board of Trade. 'I will take full account of the views of the National Union of Seamen when I receive the Committee's report.'

Pollution from jet engines

Answering questions on experimental investigations into pollution from jet engines Mr. Roberts said: 'It would not be practicable to list all the research undertaken in recent years, both here and abroad, which confirms that the contribution of aircraft to atmospheric pollution at ground level is small compared with that of road vehicles or industrial and domestic sources. Special measurements were made at Heathrow in 1958, 1962 and 1965 by the National Gas Turbine Establishment in collaboration with the Air Pollution Unit of the Medical Research Council and further investigations are in train. Other measurements show that there is no particular concentration of pollution near Heathrow, but there has been no special investigation of residential areas beneath the glide-path into Heathrow.'

Edwards Committee report

The President answering a question said he expected to publish the White Paper setting out HM Government's policy on the future of civil aviation in the light of the Edwards Committee Report, very soon.

Aviation and Shipping

Support ship for trawler fleet off Iceland

THE TRAWLER 'Orsino' will again be sent to Iceland this winter to act as the Suport Ship for the trawler fleet. She sails from Hull at the end of November and will be on station in the area north of Iceland until the end of April 1970.

'Orsino' was in this area last winter as an experiment following the loss of the three Hull trawlers in January and February 1968. She spent 154 days at sea and covered 6,210 miles, giving weather advice and checking on the safety of the trawlers fishing in the area.

The provision of a Support Ship to give trawlers meteorological, medical and technical assistance was recommended in the report of the Committee of Inquiry into Trawler Safety under Admiral Sir Deric Holland-Martin which was set up by the Board of Trade folowing the trawler disasters.

Merchant Air Service at Remembrance Day ceremonies

THE MERCHANT AIR SERVICE was represented at the Remembrance Sunday Ceremonies at the Cenotaph and Westminster Abbey on November 9.

Captain H. W. Ayre, of BKS Air Transport Ltd., laid the wreath at the Cenotaph on behalf of the Merchant Air Service. Captain C. A. Owens, of British European Airways, represented the Merchant Air Service at the Westminster Abbey service.

Results of sixth assembly of IMCO

IMCO, THE UNITED NATIONS specialized agency which deals with maritime matters celebrated its tenth anniversary this year, and the Sixth Assembly has just concluded. The Assembly took a number of decisions all directed towards improving the safety of life and property at sea. A series of amendments to the International Convention for the Safety of Life at Sea, 1960, proposed by IMCO's Maritime Safety Committee, have been approved; these primarily concerned with safety of navigation and radiocommunications.

Oil pollution

Amendments to the International Convention for the Prevention of Pollution of the Sea by Oil, 1954 (as amended in 1962), proposed by IMCO's Maritime Safety Committee, have been approved. These amendments will come into force twelve months after they have been ratified by two-thirds of the governments which are parties to that Convention, and will undoubtedly enable a significant progress to be made towards total prohibition of the discharge and dumping of oil and oily residues into the sea by ships.

Recommendations

A number of recommendations put forward by IMCO's Maritime Safety Committee and relating to life-saving appliances, fire safety measures for hydrofoils, and additional traffic separation schemes have been approved.

New Grain Regulations are recommended for adoption as an equivalent to Chapter VI of the International Convention for the Safety of Life at Sea, 1960.

Pay of BOAC pilots NBPI Report No. 129

THE NATIONAL Board for Prices and Incomes published Report No. 129 on November 4, on the Pay of Pilots Employed by the British Overseas Airways Corporation. The Government will be discussing the report with the parties.

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JONES LANG WOOTTON

Government surplus sales by auction

MINISTRY OF DEFENCE

<table>
<tr><th>Date</th><th>Stores</th><th>Location</th><th>Auctioneers</th></tr>
<tr><td>**November 18**</td><td>**Vehicles and miscellaneous stores**</td><td>**Northern Command Ordnance Sub-Depot, Barlow, Nr. Selby, Yorks.**</td><td>**Bartle & Son (Dept. L), 52 Merrion Street, Leeds LS2 8JH. (Tel. 0532 20898).**</td></tr>
<tr><td colspan="4">**Thames and Austin Vans; Land Rovers; Morris Mini-Buses; Brockhouse 2-wheeled Trailers;** fork lift trucks; pallet transporters; lathes; grinding machines; generating and charging plants; welding plant; transport and lifting equipment; compressors; hot dip tanks; lubricating, spraying and washing plant; dynamometers; telephone cable; tyres; electrical, signal and wireless equipment; tool kits and hand tools; firefighting equipment including lengths of delivery hose; trolley, hydraulic and screw jacks; binoculars; watches; ironmongery; household and kitchen equipment; steel and wooden boxes; jerricans; buckets; electric fires; motor vehicle assemblies; spares and equipment; sandbags; tents; canvas; packs; haversacks; carpets; curtains; groundsheets; webbing; kit bags; camp equipment; clothing including, greatcoats; raincoats; battle dress; shirts; jerseys; boots and shoes, etc.; chairs; tables; wardrobes; lockers; chests of drawers; desks; beds, etc.; large quantities of miscellaneous stores.</td></tr>
<tr><td>**November 26**</td><td>**Vehicles, miscellaneous stores**</td><td>**Queen's Hall, N. Ireland War Memorial Buildings, 9-13 Waring Street, Belfast 1**</td><td>**Osborne King & Megran (Dept. L), 14 Montgomery Street, Belfast, 1. (Tel. 20333).**</td></tr>
<tr><td colspan="4">Ford Consul and Zephyr saloons; Morris Mini Minor saloons; Vauxhall Victors; Vanguard saloons; Lister industrial trucks; Coventry Climax portable fire pump with trailer; Lister concrete mixer; 2½-ton and 10-ton trolley jacks; sewing machines; machine tools; wireless conversion kits and valves; insulated cable; telephone sets (F.L. & D.); electrical equipment including, oscilloscopes; No. 9 rectifiers; heat frequency oscillators; insulators; lead acid batteries; miscellaneous vehicle spares; tyres; teleprinter paper; aerial variometers; clothing and textiles including, DMS ankle boots; raincoats; shirts; curtains; carpets; berets, etc., web haversacks and packs; mixed rags; scrap metals and a large assortment of other general stores.</td></tr>
<tr><td>**December 2 - 3**</td><td>**Miscellaneous and technical stores**</td><td>**Ordnance Storage and Disposal Depot, Branston, Burton-on-Trent, Staffs.**</td><td>**Arnold & Son (Dept. L), 'Modwena House,' 23 Market Place, Burton-on-Trent, Staffs. (Tel. 4657).**</td></tr>
<tr><td colspan="4">Earth moving and crane equipment and spares; Perkins 3, 4 and 6 cylinder diesel engines; trailer mounted circular saws; workshop trailers; aircraft components and ground equipment including aircraft crash tenders; trolley mounted high pressure steam cleaners; signal generators; power control units; water tanks and galvanized steel water pipes; crane conversion sets; machine tools and cutters including, centre, turret and capstan lathes; horizontal and vertical millers; woodworking machines; shaping, slotting and shearing machines; pillar, bench and portable electric drills; coil winding, engraving and sewing machines; power hacksaws; electric welding and heat treatment plant; furnaces; presses; compressors; footwear machinery; surface, cylindrical and tool grinding machines, etc.; small tools; miscellaneous vehicle, electrical and wireless equipment and spares; radio receivers; electronic valves; photographic equipment; bromide paper; wrist watches; clothing and textiles including, ankle boots (unworn); tartan and other cloth; vests and drawers; greatcoats; raincoats, etc.; household furniture; kitchen equipment and a large assortment of miscellaneous general stores.</td></tr>
</table>

Catalogues of the above sales obtainable from relevant auctioneers about two weeks prior to and up to dates of sales, price 1s. 0d. (postal orders only).

Dividend restraint to end on December 31

SPEAKING IN Parliament on November 6, Mr. John Diamond, Chief Secretary to the Treasury, said:

'It is already known that further guidelines on the whole field of prices and incomes policy after 1969 will be set out in a new White Paper. In the meantime, however, the Government consider it desirable to give the earliest possible notice of the decisions which have been reached on dividends policy.

'The present 3½ per cent ceiling scheme for dividends will come to an end when the reserve statutory powers in the 1968 Act expire on December 31. The Government gladly acknowledge that on no single occasion has it been necessary to use these powers; and they are confident of co-operation in asking companies to continue to observe the requirements of the scheme insofar as they concern recommendations of total dividends which are made public before December 31. Thereafter, it will remain possible for the Government to require notification of individual dividend increases under Section 12 of Part II of the Prices and Incomes Act 1966 if the need should arise.

'The need for companies to observe moderation when distributing profits will continue. The Government, therefore, reaffirm the general consideration which was set out in the joint statement of intent published in Cmnd. 2639, namely that they have pledged themselves to use their fiscal powers or other appropriate means to correct any excessive growth in aggregate profits as compared with the growth of total wages and salaries, after allowing for short-term fluctuations. The Government also draw attention to the ability to refer for examination to the National Board for Prices and Incomes cases where the growth of profits or dividends appears to be based on price levels made possible by excessive market power.

'The specific scheme of dividend restraint introduced in the 1968 Budget was a necessary reinforcement of these more general policies, as a purely short-term measure associated with stringent statutory control of other incomes and prices. But with the end of the special powers over prices and incomes in the 1968 Act, it will be appropriate to revert to the more general policies which can combine restraint in the total of dividend payments with flexibility in individual company situations.'

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London Chamber Forum on value added tax

VALUE ADDED TAX will be the subject of a London Chamber of Commerce Forum to be held on December 4 in the Elizabeth Suite, Barrington House, Wood Street, London, E.C.2. Copies of the programme can be obtained from LCC Forum, 69 Cannon Street, London, E.C.4.

Statistics

Symbols used in all statistical tables are:—
.. not available
- nil or less than half the final digit shown
p provisional
r revised
* five week period
ø fifty-three week period

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise.

	Gross Domestic Product (expenditure estimates)	Index of Industrial Production	Consumers' Income and Expenditure				Fixed Capital Expenditure					Increase in Stocks			
							Total	Selected Components				Total	Selected Components		
			Personal disposable income	Total consumers' expenditure		Retail sales		Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1963 prices		at current prices		at 1963 prices	at 1966 prices	at 1963 prices					at 1963 prices			
Base of index	1963	1963	1963	1963	1963	1966	1963	1963	1963	1963	1963				
£m. in base year	26,826		21,757	20,125	20,125	11,372	4,916	1,055	1,020	944	1,752	Series in £ million			
1964	105	108	107	107	103	..	116	113	119	124	113	642	411	91	50
1965	108	112	115	114	105	..	121	124	118	127	117	400	262	49	45
1966	110	113	122	120	107	100	124	128	113	128	125	241	147	19	6
1967	112	114	126	126	110	101	133	124	121	138	143	169	-39	10	11
1968	115	120	135	134	112	104	138	128	134	146	143	160	-47	75	95
1967															
3rd quarter	112	114	129	127	111	102	134	122	120	142	146	-33	-25	-10	-21
4th quarter	112	116	129	129	112	104	132	120	118	139	147	76	-30	22	2
1968															
1st quarter	115	118	133	134	114	105	137	120	130	146	147	-74	-100	5	49
2nd quarter	113	119	133	131	109	102	135	120	125	149	144	61	24	22	1
3rd quarter	115	120	135	135	112	103	137	128	133	145	139	40	7	10	5
4th quarter	118	122	138	138	113	104	144	144	146	144	141	133	23	38	40
1969															
1st quarter	115	122	141	138	111	102	131	121	128	137	136	117	120	-11	13
2nd quarter	114	123	140	141	112	104	131	134r	135r	128	129	22	7	-11	- 3
3rd quarter						103									
1969															
April		123				104									
May		123				103									
June		124				104									
July		124 p				102									
August		124 p				105									
September						103									

	Orders		Prices and Costs					Labour			Trade		Balance of Payments current balance
	Engineering industries: orders on hand (end period)	Textiles and clothing industries: orders on hand (end period)	Retail price Index		Wholesale price index: non-food manufacturing industry		Basic hourly wage rates (all industries and services)	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	Imports	Exports	
	at 1963 prices	at 1958 prices	Index†	% increase on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average		Quarter or quarterly average	at current prices		
Base of index	Dec. 1963	Apr. 1959	16 Jan. 1962		1963	1963	31 Jan. 1956				1963	1963	series in £ million
£m. in base year								Series in thousands			4,983	4,211	
1964	119	124	107·0	*3·3*	103·9	101·9	148·6	361	221	24,567	114	105	-381
1965	123	121	112·1	*4·8*	106·8	104·6	157·9	309	265	24,784	115	112	- 50
1966	118	105	116·5	*3·9*	110·2	107·3	168·5	325	254	24,834	119	120	64
1967	108	114	119·4	*3·5*	108·4	108·2	175·3	515	175	24,475	129	119	-283
1968	108	129	125·0	*4·7*	120·5	112·4	187·3	543	189	24,319	159	147	-265
1967													
3rd quarter	112	105	119·0	*1·7*	107·1	108·4	177·3	555	163	24,502	125	120	18
4th quarter	108	114	120·4	*2·1*	114·5	109·2	179·7	538	182	24,395	137	109	-255
1968													
1st quarter	107	117	122·1	*3·0*	122·9	111·4	184·8	511	184	24,362	156	142	- 91
2nd quarter	104	125	125·0	*4·5*	119·5	112·5	185·8	550	180	24,313	155	139	-101
3rd quarter	104	129	125·7	*5·6*	119·3	112·8	187·7	580	182	24,293	161	151	- 7
4th quarter	107	129	127·2	*5·6*	120·4	113·1	191·0	533	210	24,309	163	155	- 66
1969													
1st quarter	111	134	129·7	*6·2*	122·3	114·1	194·6	499	206	24,324	162	154	18
2nd quarter	119	131 p	131·8	*5·4*	124·2	115·1	195·4	527	195		168	162	75
3rd quarter			132·0	*5·0*	126·3 p	116·3 p	197·1	581	192		167	173	
1969													
April	118	134 p	131·7	*5·5*	123·7	114·8	195·1	519	199		166	154	
May	119	131 p	131·5	*5·3*	123·9	115·1	195·4	518	196		166	162	
June	119	131 p	132·1	*5·3*	124·9	115·4	195·7	543	191		173	170	
July	116 p	132 p	132·1	*5·3*	124·8	116·0	196·6	577	186		170	163	
August		134 p	131·8	*4·9*	127·1 p	116·2 p	197·1	585	192		165	180	
September			132·2	*5·1*	126·9 p	116·6 p	197·6	580	199		166	176	
October								555r	202				

†Not seasonally adjusted.

Retail sales in September

In the third quarter of 1969 the volume of retail sales, after allowing for seasonal factors, declined by a little more than ½ per cent (1 per cent in rounded terms) below the level in the second quarter of the year. After the fall in sales which followed the measures taken in November last year there appeared to have been a modest recovery in the second quarter of this year which, judging from the latest figures, has not been sustained.

The seasonally adjusted index of the volume of sales for September was 103 (1966 = 100). There have recently been considerable month-to-month fluctuations in this seasonally adjusted index, particularly during the third quarter and the index for September was two points below the index for August which in turn was three points above the index for July. It seems probable that the fall between August and September, like the rise between July and August, represents a random month-to-month fluctuation without much significance.

The volume of sales in the third quarter of 1969 was back at the level of the third quarter of 1968 when sales were on a rising trend. Over this period sales of food shops have increased but the increase has been balanced by a fall in the sales of non-food shops. After a fall in the first quarter of 1969 sales of clothing shops had recovered by the third quarter to the same level as at the end of last year. The sales of durable goods shops, however, which were rising strongly a year earlier, had recovered only modestly from the fall following the November measures and were still below their level in the third quarter of 1968. Sales of other non-food shops had also not recovered to their level a year earlier.

Value of sales compared with a year earlier

The value of retail sales in the September 1969 period was 5 per cent higher than in the September 1968 period (both the 1968 and 1969 periods included the late summer holiday), the same increase compared with a year earlier as in the previous two months of the quarter taken together. There was a similar rise in prices over this period, so that in real terms there was little change in sales between the third quarters of 1968 and 1969.

Food shops

Comparison is now being made with September 1968, the first month in which the effect of increased sales of tobacco in grocery shops could be discerned, following the removal of resale price maintenance from these goods. The impact of this change may be responsible for the somewhat smaller increases in the turnover of multiple grocers and co-operative grocers between September 1968 and September 1969, than had been recorded in previous months of 1969 when compared with a year earlier.

The difference between the 7 per cent increase in the value of the sales of dairymen between September 1968 and 1969, and the corresponding increase of 2 per cent between the August periods is due to the rise in the price of milk between August and September 1969.

Clothing and footwear shops

In none of the three main groups within this heading – women's wear, men's wear and footwear – was the increase in turnover between the third quarter of 1968 and the third quarter of 1969 as great as the corresponding increases between the second quarters of these years. A particularly small increase was recorded for September on a year earlier for footwear, and the value of the turnover of men's wear shops was no higher in September 1969 than a year earlier.

The total value of the sales of clothing and footwear shops in September was 4 per cent higher than in September 1968; there was an increase of a like magnitude in the price of clothing and footwear over this period.

Durable goods shops

Total sales of durable goods shops were 2 per cent higher in the third quarter of 1969 than in the corresponding quarter of 1968, a period in which prices of household goods rose by 4 per cent.

The value of the sales of furniture shops in the third quarter of 1969 was 1 per cent less than the sales in the corresponding quarter of 1968. Instalment credit sales were much lower than a year earlier whereas cash sales of furniture shops had risen by 1 per cent between these two periods.

The value of the sales of electricity showrooms, on the other hand, maintained a very buoyant level 14 per cent higher than in the third quarter of 1968 which was, in turn, 18 per cent higher than in the third quarter of 1967.

Department stores

The value of the turnover of department stores was only 2 per cent higher in the third quarter of 1969 than in the third quarter of 1968, compared with an increase of 10 per cent between the

(Continued on next page)

Table 1. Volume of retail sales seasonally adjusted

Index numbers of sales per week (average 1966 prices) (a) 1966 = 100

	All kinds of business	Food shops	Non-food shops			
			Total	Clothing and footwear shops	Durable goods shops	Other non-food shops (†)
1968 1st quarter	105	101	108	105	119	106
2nd quarter	102	101	103	102	101	103
3rd quarter	103	102	104	104	105	103
4th quarter	104	104	104	105	106	104
1969 1st quarter	102	103	101	103	102	100
2nd quarter	104	103	104	105	103	103
3rd quarter	103	103	103	105	103	102
Percentage increase 3rd quarter 1969 on 2nd quarter 1969	–1	—	–1	–1	—	–1
1969 January	104	105	103	107	102	103
February	101	103	99	101	99	97
March*	102	102	102	100	105	101
April	104	103	103	105	102	103
May	103	103	104	106	103	103
June*	104	103	104	105	105	103
July*	102	102	101	104	99	101
August	105	105	105	106	107	103
September*	103	103	103	104	105	102

Table 2. Value of retail sales seasonally adjusted

Index numbers of value of sales per week (current prices) (a) 1966 = 100

	All kinds of business	Food shops	Non-food shops			
			Total	Clothing and footwear shops	Durable goods shops	Other non-food shops (†)
1968 1st quarter	109	106	111	107	121	110
2nd quarter	107	106	108	105	106	109
3rd quarter	109	109	110	108	111	111
4th quarter	112	111	111	109	113	112
1969 1st quarter	112	114	110	108	110	112
2nd quarter	114	115	114	113	112	115
3rd quarter	115	116	114	113	112	115
Percentage increase 3rd quarter 1969 on 2nd quarter 1969	1	1	—	—	—	—
1969 January	113	114	112	112	110	113
February	111	114	108	107	106	109
March*	112	114	111	106	113	113
April	114	114	113	112	110	114
May	114	115	114	114	112	115
June*	115	115	114	113	114	116
July*	113	114	112	111	108	113
August	116	117	116	115	116	116
September*	115	116	114	112	114	116

All the series in Tables 1 and 2 are seasonally adjusted independently of each other. As was mentioned in the article in the *Board of Trade Journal* of July 6, 1962, this occasionally results in inconsistencies between totals and components. The components are liable to greater random irregularities than the totals and have a greater margin of uncertainty in their seasonal adjustment. In a similar way differences between the seasonally adjusted series of value and volume for the same broad group may be due to inconsistencies in the method of seasonal adjustment and should not be taken as wholly attributable to price changes.

(a) See general notes following Table 4.

(†) Including department stores and mail order businesses.

INDEX INQUIRIES

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able 3. Value of retail sales (not seasonally adjusted) – analysis by form of organization

September – Index numbers of values of sales per week (current prices) and *percentage crease on a year earlier* (*a*).
Figures for earlier periods appeared in the *Board of Trade Journal* of February 7, 1969 d August 6, 1969.

1966 = 100

	Total all retailers		Independent retailers		Multiple retailers		Co-operative societies	
		%		*%*		*%*		*%*
LL KINDS OF BUSINESS	110	*5*	106	*4*	119	*8*	101	*3*
OOD SHOPS	111	*6*	107	*5*	124	*8*	102	*4*
Grocers	113	*6*(f)	107	*4*	128	*8*	103	*6*(f)
Butchers	108	*6*	..		..		..	
Greengrocers, fruiterers	95	*4*	95	*5*	107	*4*	65	*-12*
Fishmongers, poulterers	98	*5*	..		..		..	
Bread and flour confectioners	116	*5*(g)	115	*4*	119	*6*	..	
Off-licences	115	*15*	104	*6*	124	*22*	..	
Dairymen	116	*7*	..		..		110	*4*
ON-FOOD SHOPS	109	*4*	..		..		..	
Clothing and footwear shops	106	*4*	99	*2*	114	*7*	90	*-4*
Footwear shops	110	*4*	108	*4*	113	*4*	95	*-5*
Men's and boys' wear shops	97	—	102	*1*	95	*1*	79	*-8*
Women's, girls' and infants' wear, drapery and general clothing shops	107	6	97	*2*	121	*11*	91	*-3*
Large (c)	—		107	*1*	—		—	
Medium (c)	—		98	*2*	—		—	
Small (c)	—		93	*3*	—		—	
Durable goods shops	110	*3*	101	*1*	126	*5*	100	*-1*
Furniture shops	97	—	96	*-1*	101	*4*	—	
Large (c)	—		84	*-7*	—		—	
Medium and small (c)	—		100	*1*	—		—	
Other durable goods shops	122	*5*	108	*4*	134	*6*	—	
Electricity showrooms	167	*15*	—		167	*15*	—	
Gas showrooms	116	*-6*	—		116	*-6*	—	
Radio and television rental specialists	..		..		129	*10*	—	
Radio and electrical goods shops (including radio and cycle shops and perambulator shops) (e)	115	*4*	—		—		—	
Miscellaneous non-food shops (b)	111	*4*	.		..		..	
Confectioners, tobacconists, newsagents	111	*2*	111	*1*	112	*8*	—	
Booksellers, stationers	..		118	*11*	..		—	
Chemists, photographic goods dealers (d)	107	*1*	105	—	111	*2*	97	*9*
Jewellers	104	*-1*	103	*-2*	108	*3*	—	
Leather goods, sports goods, toys and fancy goods shops	114	*1*	..		..		—	
Ironmongers and hardware shops	111	*6*	111	*8*	111	*-1*	—	
Other miscellaneous non-food shops	—		105	*5*	—		—	
Department stores	109	*5*	—		—		—	
Mail order businesses	112	*8*	—		—		—	

) See general notes following table 4.

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second quarters of these years. The exceptionally low sales figures recorded in July had depressed the level in the third quarter of 1969.

Mail order businesses

The value of the turnover of these businesses increased by 7 per cent between the third quarter of 1968 and the third quarter of 1969, an increase somewhat larger than the 5 per cent recorded between the second quarters of these years.

Miscellaneous non-food shops

The increases in the turnover of most kinds of business included in this group in the third quarter were much the same as those which had been recorded earlier in the year, but the sales of jewellers in this quarter were 1 per cent less than in the corresponding quarter of 1968.

Table 4. Index numbers of sales per week (not seasonally adjusted) and percentage increase on a year earlier (a)

(i) Analysis by broad groups: value and volume

1966 = 100

Sales in 1966 – provisional estimates £ million)	All kinds of business (£11,372)				Food shops (£4,952)				Non-food shops													
									Total (£6,420)				Clothing and footwear shops (£1,727)		Durable goods shops (£1,176)		Miscellaneous non-food shops (b) (£2,542)		Department stores (£544)		Mail order businesses (£431)	
	Value		Volume§		Value		Volume§		Value		Volume§											
1967	103	*3*	101	*1*	103	*3*	101	*1*	103	*3*	102	*2*	102	*2*	104	*4*	103	*3*	104	*4*	106	*6*
1968	109	*6*	104	*2*	108	*5*	102	*1*	110	*7*	105	*3*	107	*6*	113	*9*	110	*7*	112	*8*	115	*8*
1967 4th quarter	120	*5*	118	*4*	111	*4*	108	*2*	127	*6*	125	*6*	129	*4*	125	*12*	123	*5*	135	*8*	140	*8*
1968 1st quarter	101	*7*	98	*5*	103	*4*	99	*1*	99	*10*	97	*9*	89	*6*	116	*24*	97	*7*	100	*14*	102	*10*
2nd quarter	104	*6*	99	*2*	106	*4*	100	*1*	103	*7*	98	*3*	104	*6*	99	*5*	104	*9*	99	*7*	109	*8*
3rd quarter	106	*6*	100	*1*	105	*5*	100	—	106	*7*	100	*2*	102	*6*	108	*6*	109	*8*	107	*8*	95	*5*
4th quarter	126	*5*	118	—	117	*6*	110	*2*	133	*5*	125	—	135	*5*	128	*2*	130	*5*	141	*5*	151	*8*
1969 1st quarter	104	*3*	95	*-3*	111	*8*	101	*2*	98	*-1*	90	*-7*	90	*1*	106	*-9*	99	*3*	99	*-1*	102	*-1*
2nd quarter	111	*6*	100	*1*	114	*8*	102	*2*	108	*5*	99	*1*	110	*6*	104	*6*	108	*4*	108	*10*	114	*5*
3rd quarter	111	*5*	100	—	113	*7*	101	*1*	109	*3*	99	*-1*	107	*4*	109	*2*	112	*3*	109	*2*	102	*7*
1969 July*	111	*4*	100	*-1*	112	*6*	100	—	111	*2*	100	*-2*	111	*4*	109	*-1*	112	*3*	120	*-2*	93	*5*
August	111	*6*	100	*1*	115	*8*	103	*2*	108	*4*	98	*-1*	104	*5*	109	*3*	115	*3*	97	*4*	98	*8*
September*	110	*5*	99	—	111	*6*	99	—	109	*4*	98	—	106	*4*	110	*3*	111	*4*	109	*5*	112	*8*
1969 Jan.-Sept.		*5*		—		*7*		*2*		*3*		*-2*		*4*		*-1*		*3*		*4*		*4*

(*Continued on next page*)

RETAIL SALES, *continued*

Table 4, *continued*

(ii) Analysis by kind of business: value only

Sales in 1966 – provisional estimates (£ million)	Food shops														Clothing and footwear shops					
	Grocers (f) (£2,919)		Butchers (£724)		Green-grocers, fruiterers (£312)		Fish-mongers, poulterers (£82)		Bread and flour con-fectioners (g) (£254)		Off-licences (£217)		Dairymen (£444)		Footwear shops (£268)		Men's and boys' wear shops (£362)		Women's wear shops (£1,097)	
1967	103	*3*	101	*1*	101	*1*	99	*-1*	104	*4*	106	*6*	104	*4*	102	*2*	100	—	102	*2*
1968	109	*6*	105	*4*	99	*-2*	99	—	111	*6*	116	*10*	109	*5*	106	*4*	106	*5*	108	*6*
1967 4th quarter	111	*4*	110	*3*	93	—	103	—	110	*6*	157	*5*	108	*5*	125	*5*	121	*2*	132	*4*
1968 1st quarter	104	*4*	106	*3*	93	*-3*	99	*-1*	105	*5*	97	*11*	108	*6*	84	*3*	93	*6*	89	*6*
2nd quarter	107	*5*	101	*3*	107	*-3*	100	*1*	111	*8*	92	*6*	107	*2*	106		102	*5*	104	*7*
3rd quarter	107	*6*	100	*5*	102	—	95	*1*	111	*7*	100	*9*	109	*5*	103	*3*	102	*5*	102	*6*
4th quarter	119	*7*	114	*4*	93	—	103	—	116	*5*	175	*12*	113	*5*	132	*5*	125	*4*	138	*5*
1969 1st quarter	114	*9*	112	*6*	96	*3*	101	*2*	111	*6*	105	*9*	113	*5*	83	*-1*	93	—	91	*2*
2nd quarter	116	*5*	107	*5*	115	*7*	104	*4*	116	*4*	107	*16*	112	*5*	112	*6*	107	*6*	111	*7*
3rd quarter	115	*8*	105	*5*	107	*5*	98	*3*	116	*4*	114	*15*	113	*4*	107	*5*	104	*2*	107	*5*
1969 July*	114	*8*	100	*1*	118	*7*	97	—	113	*3*	115	*15*	113	*2*	106	*2*	112	*4*	112	*5*
August	119	*10*	107	*7*	113	*4*	100	*5*	117	*5*	113	*14*	110	*2*	105	*9*	106	*4*	103	*4*
September	113	*6*	108	*6*	95	*4*	98	*5*	116	*5*	115	*15*	116	*7*	110	*4*	97	—	107	*6*
1969 Jan.-Sept.		*8*		*5*		*5*		*3*		*5*		*13*		*5*		*4*		*3*		*5*

Sales in 1966 – provisional estimates (£ million)	Durable goods shops										Miscellaneous non-food shops													
	Furniture shops (£486)		Electricity showrooms (£65)		Gas showrooms (£92)		Radio and television rental specialists† (£109)		Radio and electrical goods, etc. shops (e) (£333)		Con-fectioners tobac-conists, newsagents (£1,030)		Book-sellers, stationers‡ (£79)		Chemists photo-graphic goods dealers (d) (£350)		Jewellers (£116)		Leather goods, sports goods, toys and fancy goods shops (£123)		Iron-mongers and hardware shops (£298)		Other mis-cellaneous non-food shops (h) (£100)	
1967	100	—	116	*16*	108	*8*	109	*9*	108	*8*	103	*3*	105	*5*	103	*3*	104	*4*	102	*2*	102	*2*	103	*3*
1968	106	*6*	140	*21*	116	*7*	121	*11*	118	*9*	108	*6*	112	*8*	111	*8*	117	*12*	110	*7*	109	*6*	108	*5*
1967 4th quarter	118	*9*	143	*24*	124	*13*	115	*16*	140	*17*	114	*7*	137	*4*	123	*5*	158	*11*	151	*5*	116	*5*	113	*6*
1968 1st quarter	106	*19*	154	*56*	128	*31*	127	*15*	122	*27*	100	*3*	105	*8*	95	*9*	102	*28*	76	*6*	101	*7*	104	*6*
2nd quarter	99	*6*	110	*6*	101	*3*	109	*6*	96	*6*	106	*8*	93	*6*	104	*8*	92	*11*	90	*9*	107	*9*	113	*8*
3rd quarter	101	*3*	137	*18*	112	*1*	119	*11*	111	*6*	111	*8*	105	*10*	113	*7*	106	*9*	111	*8*	106	*5*	100	*4*
4th quarter	118	—	159	*12*	121	*-2*	127	*11*	143	*2*	117	*3*	147	*7*	131	*6*	168	*6*	162	*8*	121	*5*	115	*1*
1969 1st quarter	94	*-11*	140	*-9*	102	*-20*	139	*10*	110	*-10*	103	*3*	114	*9*	98	*4*	95	*-7*	78	*2*	99	*-2*	99	*-4*
2nd quarter	102	*3*	130	*18*	111	*10*	124	*14*	99	*3*	107	*1*	101	*8*	110	*6*	97	*6*	93	*3*	110	*3*	119	*5*
3rd quarter	100	*-1*	156	*14*	111	*-1*	127	*7*	113	*2*	113	*2*	114	*8*	118	*4*	105	*-1*	114	*2*	110	*4*	102	*3*
1969 July*	105	*-2*	147	*11*	106	*2*	121	*3*	107	*-4*	113	*1*	107	*6*	123	*7*	101	*-2*	103	*4*	106	*1*	101	—
August	98	*-1*	152	*16*	111	*3*	131	*8*	115	*4*	114	*2*	115	*7*	125	*5*	109	—	124	*3*	113	*3*	100	*2*
September*	97	—	167	*15*	116	*-6*	129	*10*	115	*4*	111	*2*	118	*11*	107	*1*	104	*-1*	114	*1*	111	*6*	105	*5*
1969 Jan.-Sept.		*-3*		*6*		*-5*		*10*		*-2*		*2*		*9*		*5*		*-1*		*3*		*2*		*1*

§ Average 1966 prices. ‡ Independent retailers only. † Multiple retailers only.

General notes:

(a) The monthly periods consist of four weeks except those marked * which are of five weeks. The period covered by September 1969 sales was the five weeks from August 31, 1969 to October 4, 1969, the corresponding period in 1968 was from August 25, 1968 to September 28, 1968. As the figures are based on the values of sales they are affected by price movements, including changes in purchase tax.

(b) Includes figures of variety and other general stores which are not published separately.

(c) These descriptions are based on 1961 turnover groupings. Large denotes shops with sales of £100,000 and over in 1961. Medium denotes shops with sales of £25,000 and under £100,000 in 1961. Small denotes shops with sales of under £25,000 in 1961.

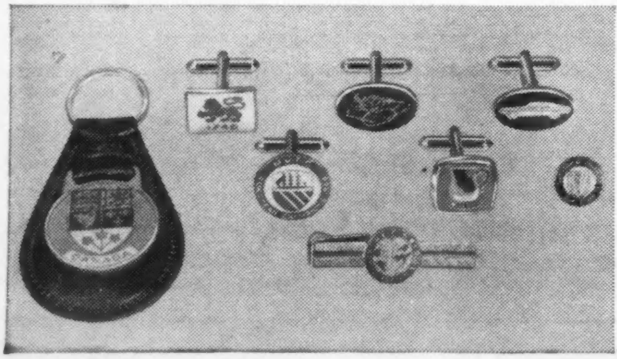
(d) These index figures do not reflect chemists' receipts under the National Health Service, which are as far as possible excluded by contributors in their returns.

(e) Includes radio and/or electrical goods shops, radio and cycle shops, cycle shops and perambulator shops, but not multiple rental specialists.

(f) Includes bakery departments of co-operative societies.

(g) Excluding the bakery department of co-operative societies, which are included in the estimate for grocers.

(h) Figures cover sales by florists, nurserymen and garden seedsmen, pet and pet food shops, pawnbrokers, general secondhand dealers and certain other miscellaneous non-food shops.



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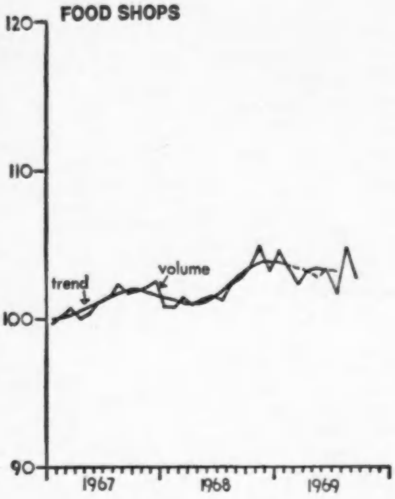
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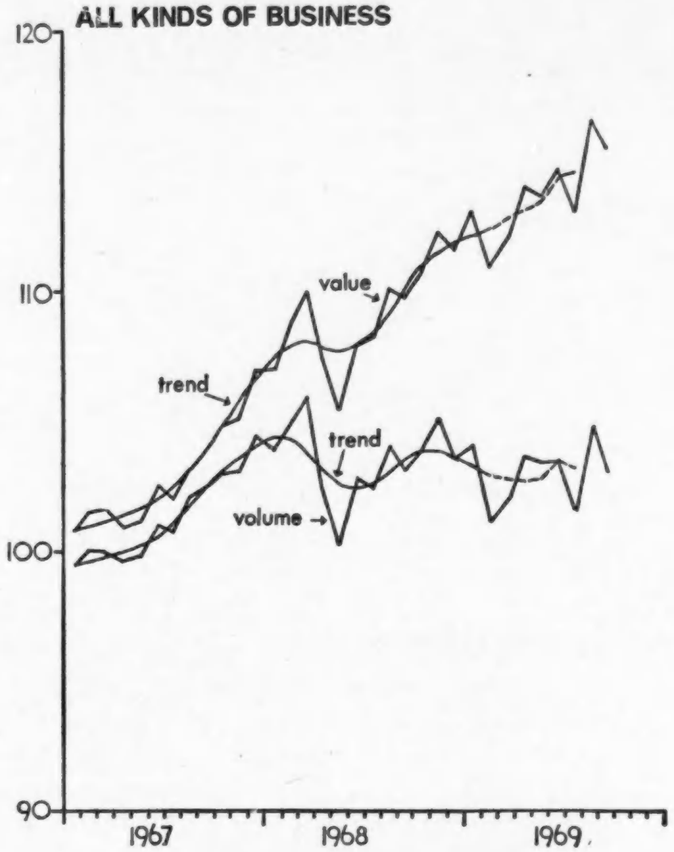
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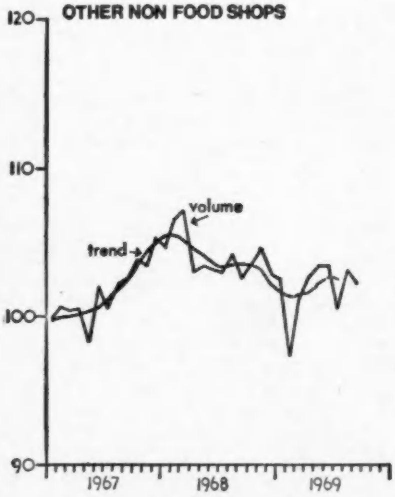
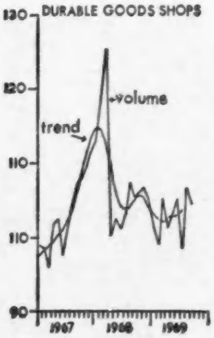
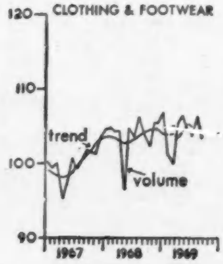
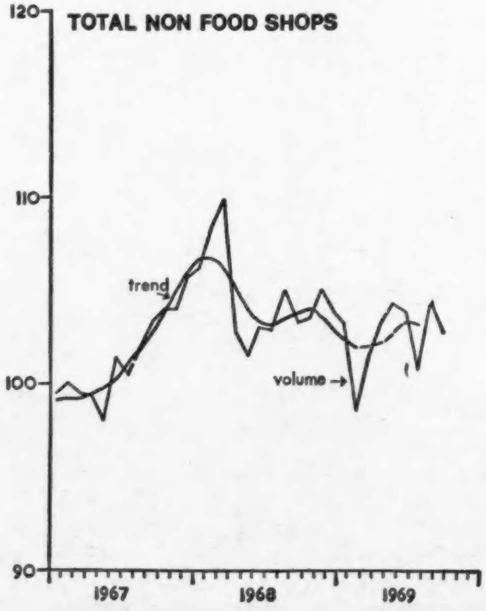

OTHER NON FOOD SHOPS


DURABLE GOODS SHOPS


CLOTHING & FOOTWEAR


TOTAL NON FOOD SHOPS

Hire purchase and other instalment credit business in September

CREDIT EXTENDED by finance houses during the third quarter of 1969, after allowing for seasonal factors, increased by 12 per cent compared with the second quarter, following a revival in lending on vehicles between these periods; but credit extended by durable goods shops showed little change.

With new credit extensions just balancing repayments in the third quarter, the total debt outstanding at the end of September, after seasonal adjustment, remained at the same level as at the end of the second quarter; this no change comparison is in contrast with falls in total debt of £13 million and £22 million in the first and second quarters respectively, of 1969. During the third quarter finance house debt rose slightly (following decreases of £5 million and £23 million in the first and second quarters of the year) and debt owed to durable goods shops fell.

Finance houses

Compared with September 1968, credit advanced by finance houses this September showed no change, but in the third quarter as a whole there was a fall of 6 per cent compared with the third quarter of last year. Decreases in credit advanced during the quarter on new and used cars (13 per cent), motorcycles (30 per cent), caravans (13 per cent) and household goods (17 per cent) were partially counterbalanced by increases in the remaining categories of finance house business; the largest increase in credit advanced in the quarter was for commercial vehicles (16 per cent), a similar increase, on a year earlier, to that recorded in the second quarter.

At the end of September debt owed to finance houses was £767 million which was £14 million lower than a year earlier.

Durable goods shops and department stores

The instalment credit sales of furniture shops and other durable goods shops in the third quarter, compared with the same period

(Continued on next page)

Table 2. Hire purchase and other instalment credit extended and repaid

Seasonally adjusted £ million

	New Credit Extended			Repay-ments	Increase in debt
	Total	By Shops (†)	By Finance Houses		
1965	1,033	306	727	952	81
1966	856	235	621	989	-133
1967	924	235	689	969	- 45
1968	968	258	710	939	29
1966 1st quarter	253	69	184	255	- 2
2nd quarter	234	61	173	257	- 23
3rd quarter	196	55	141	243	- 47
4th quarter	173	50	123	234	- 61
1967 1st quarter	185	53	132	237	- 52
2nd quarter	198	53	145	242	- 44
3rd quarter	262	61	201	250	12
4th quarter	279	68	211	240	39
1968 1st quarter	273	77	196	242	31
2nd quarter	210	59	151	238	- 28
3rd quarter	242	64	178	234	8
4th quarter	243	58	185	225	18
1969 1st quarter	213	56	157	226	- 13
2nd quarter	207	57	150	229	- 22
3rd quarter	227	58	169	227	—

(†) Durable goods shops and department stores; not including other instalment credit retailers.

Table 1. Hire purchase and other instalment credit business

Seasonally adjusted

	Total of instalments outstanding to finance houses, durable goods shops and department stores		Finance Houses		Durable Goods Shops	
	End period £ million	Increase in period £ million	*New instalment credit extended per calendar month* (*Index* 1961 = 100)	Instalments outstanding end period £ million	*Instalment credit sales per week* (*Index* 1961 = 100)	Instalments outstanding end period £ million
1965	1,196	81	*127*	836	*112*	329
1966	1,063	-133	*108*	756	*93*	278
1967	1,018	- 45	*120*	742	*94*	248
1968	1,047	29	*124*	766	*102*	250
1968 1st quarter	1,049	31	*138*	769	*120*	252
2nd quarter	1,021	- 28	*106*	745	*92*	249
3rd quarter	1,029	8	*125*	754	*99*	249
4th quarter	1,047	18	*130*	766	*98*	250
1969 1st quarter	1,034	- 13	*110*	761	*93*	245
2nd quarter	1,012	- 22	*105*	738	*93*	247
3rd quarter	1,012	—	*118*	740	*94*	245
1968 January	1,025	7	*137*	750	*108*	246
February	1,035	10	*139*	758	*118*	249
March	1,049	14	*138*	769	*130*	252
April	1,040	- 9	*103*	760	*89*	252
May	1,034	- 6	*116*	755	*91*	251
June	1,021	- 13	*100*	745	*95*	249
July	1,018†	3†	*127†*	745†	*94*	246
August					*103*	247
September	1,029	11	*121*	754	*101*	249
October	1,039	10	*143*	761	*103*	251
November	1,047	8	*128*	766	*99*	253
December	1,047	—	*118*	766	*94*	250
1969 January	1,042	- 5	*114*	765	*92*	247
February	1,036	- 6	*108*	761	*92*	245
March	1,034	- 2	*108*	761	*95*	245
April	1,025	- 9	*111*	753	*89*	244
May	1,017	- 8	*99*	742	*93*	248
June	1,012	- 5	*104*	738	*96*	247
July	1,009 p	- 3 p	*116* p	737 p	*91*	244
August	1,006 p	- 3 p	*116* p	733 p	*98*	246
September	1,012	6	*121*	740	*93*	245
3 months ended June 1969	1,012	- 22	*105*	738	*93*	247
3 months ended September 1969	1,012	—	*118*	740	*94*	245
Percentage change			12		—	

†Figures for July and August have been combined.
p Provisional figures.

(Continued on next page)

Table 3. Hire purchase and other credit instalments outstanding

£ million, end period

Owed directly to		Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Durable goods shops	1967	273	267	260	255	252	247	245	241	239	240	243	248
	1968	246	247	247	245	245	241	239	239	240	243	248	250
	1969	246	243	240	238	242	239	237	238	237			
Department stores	1967	28	26	26	26	25	25	25	25	25	25	26	28
	1968	29	28	28	28	28	27	27	26	26	27	28	31
	1969	30	30	28	28	27	27	28	27	27			
Finance Houses	1967	742	730	719	715	712	716	726	731	734	744	755	742
	1968	744	753	766	768	773	774	778	783	781	781	781	766
	1969	759	757	759	762	762	768	767	769	767			
Total	1967	1,043	1,023	1,005	996	989	988	996	997	998	1,009	1,024	1,018
	1968	1,019	1,028	1,041	1,041	1,046	1,042	1,044	1,048	1,047	1,051	1,057	1,047
	1969	1,035	1,030	1,027	1,028	1,031	1,034	1,032	1,034	1,031,			
Other instalment credit retailers†	1967	188	184	181	179	178	175	170	167	168	173	186	208
	1968	196	191	189	190	188	187	182	179	179	185	197	222
	1969	211	206	203	201	204	203	195	191	189			
GRAND TOTAL	1967	1,231	1,207	1,186	1,175	1,167	1,163	1,166	1,164	1,166	1,182	1,210	1,226
	1968	1,215	1,219	1,230	1,231	1,234	1,229	1,226	1,227	1,226	1,236	1,254	1,269
	1969	1,246	1,236	1,230	1,229	1,235	1,237	1,227	1,225	1,220			

† Comprising general stores (other than department stores), general mail order houses and co-operative non-durable goods departments.

last year, decreased by 7 per cent and 4 per cent respectively; the fall for durable goods shops as a whole was 6 per cent between these two periods. These decreases on a year earlier reflected the continued restraining effects of the November 1968 measures. In the second quarter there was an increase of 2 per cent compared with the second quarter of last year; the change between this small increase and the fall in the third quarter reflects the recovery which took place in instalment credit sales between the second and third quarters of last year.

Other instalment credit retailers

The instalment credit sales of general mail-order houses, which account for the major part of the credit business of this group of retailers, were 7 per cent higher in the third quarter, compared with the same period in 1968, an increase not very different from that recorded in the second quarter of this year.

The instalment credit debt owed to this group of retailers fell by £14 million in the quarter, largely caused by normal seasonal influences.

Table 4. Retailers: Instalment credit sales of selected kinds of business
Index numbers of value of goods sold on hire purchase and other instalment credit per week and percentage increases compared with a year earlier.

Average of 1961 = 100

	Total of Selected kinds of Business (§)		Durable Goods Shops Total (†)		Department Stores		Other Instalment Credit Retailers					
(H.P. and other instalment credit sales in 1961 £ million)	(£673)		(£303)		(£54)		Other General Stores (‡) (£72)		General Mail Order Houses (£201)		Co-operative Societies non-durable goods departments (£43)	
1966	124	- 3	93	-17	103	- 1	125	- 6	184	11	93	- 2
1967	128	3	94	2	108	5	119	- 4	195	6	92	- 2
1968	137	7	102	8	115	7	120	1	210	8	93	1
1968 1st quarter	129	20	111	38	105	18	96	7	188	10	69	—
2nd quarter	124	6	86	4	104	8	110	—	201	8	85	2
3rd quarter	120	4	96	4	102	3	102	- 1	175	5	84	2
4th quarter	173	2	113	- 7	149	1	174	—	278	8	132	1
1969 1st quarter	116	-10	87	-22	98	- 7	89	- 7	187	- 1	65	- 7
2nd quarter	129	4	88	2	112	8	112	2	210	5	86	—
3rd quarter	120	—	91	- 6	107	4	95	- 7	187	6	83	- 1
1968 January	112	15	104	27	121	20	86	4	141	6	60	1
February	131	19	112	36	98	21	93	6	196	9	65	7
March*	142	24	117	50	98	15	105	8	219	14	80	- 5
April	119	2	83	1	102	7	108	3	188	2	86	7
May	128	4	88	3	109	5	113	- 4	208	7	88	- 6
June*	125	10	87	8	101	12	109	1	205	14	83	4
July	117	5	94	6	116	5	103	—	164	6	86	2
August	114	6	93	6	91	5	93	1	167	7	80	6
September*	127	1	100	—	101	- 1	109	- 2	191	3	84	- 1
October	159	3	115	- 1	123	- 2	130	1	263	7	84	- 2
November	178	3	116	- 6	140	3	165	- 4	299	11	113	1
December*	181	—	110	-12	178	2	216	2	274	8	185	2
1969 January	107	- 4	88	-15	117	- 3	83	- 3	151	7	58	- 4
February	114	-13	87	-22	90	- 8	91	- 2	182	- 7	55	-15
March*	126	-11	86	-27	89	- 9	92	-12	219	—	77	- 3
April	125	5	83	—	115	12	102	- 5	208	11	84	- 2
May	135	5	91	3	122	13	126	11	216	4	93	6
June*	127	1	88	2	102	1	109	1	207	1	81	- 2
July*	117	—	91	- 4	117	1	99	- 4	172	5	80	- 8
August	116	1	89	- 6	96	6	88	- 5	180	8	81	2
September*	127	—	92	- 8	106	5	96	-11	205	8	87	4

(*Continued on next page*)

Government Publications

required by customers in London may be obtained quickly from

Her Majesty's Stationery Office, 49 High Holborn, WC1

HIRE PURCHASE, *continued*

Table 4, *continued*

	Durable Goods Shops								Furniture Shops						Other Durable Goods Shops			
(H.P. and other instalment credit sales in 1961 £ million)	Total (£303)		Multiples (£161)		Independents (£110)		Co-operative Societies (£32)		Total (excluding Co-operative Societies) (£128)		Multiples (£62)		Independents (£65)		Total (excluding Co-operative Societies) (£143)(‖)		Radio and electrical, etc., goods shops(¶) (£82)	
1966	93	-17	100	-15	82	-19	95	-19	93	-15	94	-15	92	-15	92	-19	76	-21
1967	94	2	104	4	81	-1	91	-4	88	-5	86	-8	90	-2	101	9	82	7
1968	102	8	113	8	87	8	96	5	90	2	87	1	94	4	113	13	90	11
1968 1st quarter	111	38	121	39	98	39	107	36	96	27	92	26	100	28	125	48	101	46
2nd quarter	86	4	98	6	71	3	77	-4	80	5	80	8	81	3	93	5	72	6
3rd quarter	96	4	109	6	79	1	90	1	83	-1	79	—	86	-2	109	8	84	4
4th quarter	113	-7	123	-8	101	-4	109	-7	101	-13	96	-19	107	-9	125	-1	104	-3
1969 1st quarter	87	-22	95	-21	77	-22	78	-27	71	-26	66	-28	77	-24	102	-18	83	-19
2nd quarter	88	2	102	4	69	-3	77	—	78	-3	80	—	75	-7	99	6	71	-2
3rd quarter	91	-6	104	-5	74	-6	79	-11	77	-7	74	-7	79	-8	105	-4	79	-6
1968 January	104	27	105	23	99	30	111	34	94	20	83	15	104	24	111	31	97	36
February	112	36	121	35	99	38	108	44	96	24	97	22	94	25	127	45	106	43
March*	117	50	134	54	96	47	103	32	99	36	95	38	102	35	136	64	102	58
April	83	1	95	2	69	-1	75	—	81	4	84	11	78	-2	87	-2	70	2
May	88	3	101	6	72	2	78	-8	81	6	81	11	81	2	98	3	77	7
June*	87	8	98	10	72	8	77	-5	80	5	76	2	83	7	95	13	70	7
July	94	6	103	7	81	5	93	3	86	5	82	9	90	3	102	7	79	3
August	93	6	106	7	77	6	85	6	81	4	77	5	85	3	106	8	85	11
September*	100	—	116	4	79	-6	90	-4	82	-9	80	-9	84	-9	118	8	88	—
October	115	-1	128	-1	98	1	106	-9	97	-9	90	-16	103	-3	133	7	103	2
November	116	-6	124	-9	102	-4	123	—	101	-13	89	-19	113	-8	127	-2	102	-3
December *	110	-12	117	-14	103	-7	99	-10	105	-17	106	-20	105	-13	117	-7	106	-7
1969 January	88	-15	92	-12	83	-16	84	-25	76	-19	66	-21	86	-17	100	-10	82	-16
February	87	-22	96	-21	79	-20	68	-37	72	-24	70	-28	75	-21	104	-18	87	-18
March*	86	-27	97	-28	70	-27	82	-20	67	-32	63	-34	71	-31	103	-24	80	-21
April	83	—	96	1	66	-4	80	7	73	-10	77	-8	69	-11	93	7	73	4
May	91	3	106	4	73	—	80	3	81	1	85	5	78	-3	102	5	74	-4
June*	88	2	105	6	69	-5	71	-8	78	-2	78	4	78	-7	101	6	67	-4
July*	91	-4	102	-1	76	-6	80	-14	83	-4	80	-2	85	-5	100	-3	73	-7
August	89	-6	102	-5	73	-5	79	-7	72	-11	67	-13	77	-10	106	-1	82	-4
September*	92	-8	108	-7	72	-8	80	-12	75	-9	74	-7	76	-10	110	-7	82	-6

(†) Comprises furniture shops, radio and electrical goods shops (including radio and television rental specialists), cycle and perambulator shops, gas and electricity showrooms and co-operative societies, durable goods departments. (‡) Includes credit traders calling on customers. (§) Comprises durable goods shops (including co-operative societies, durable goods departments), department stores, other general stores, general mail order houses and co-operative societies (non-durable goods departments). (‖) Comprises electricity and gas showrooms, radio and electrical goods shops (including radio and television rental specialists). (¶) Comprises radio and electrical goods shops, cycle and perambulator shops.

Finance houses: new instalment credit extended

Table 5. Index numbers of new hire purchase and other instalment credit extended direct to hirers per calendar month and percentage increases compared with a year earlier.

Monthly average 1961 = 100

(£ million 1961)	All goods (£574)		Private cars – new (£93)		Private cars – used (£190)		Commercial motor vehicles – new and used (£89)		Motor-cycles, side-cars, power assisted cycles (£38)		Caravans new and used (£12)		Farm equipment and tractors (£12)		Industrial and building plant and equipment (£48)		Household goods (†) (£59)		Other goods (£33)	
1966	108	-15	132	-23	117	-14	87	-4	42	-29	121	-2	109	6	158	-10	57	-20	140	-11
1967	120	11	152	16	137	17	90	3	44	5	115	-5	110	—	180	14	59	4	131	-6
1968	124	3	146	-4	138	—	102	14	46	4	143	25	103	-6	174	-3	70	18	158	21
1968 1st quarter	139	48	184	67	155	63	116	45	44	96	134	38	92	-2	192	12	74	36	164	28
2nd quarter	125	3	135	-3	142	6	106	6	53	-9	170	24	91	-9	185	-9	63	17	163	21
3rd quarter	122	-12	143	-22	144	-19	89	-1	54	-5	172	25	111	-17	155	-12	66	18	144	16
4th quarter	108	-14	121	-31	109	-24	98	7	34	-15	98	10	120	5	165	-2	76	6	160	18
1969 1st quarter	110	-21	122	-34	113	-27	114	-2	26	-39	114	-15	91	-1	160	-17	63	-15	172	4
2nd quarter	123	-2	135	—	134	-6	121	15	39	-26	185	9	109	20	166	-10	55	-11	177	8
3rd quarter	115	-6	126	-12	123	-14	103	16	38	-30	150	-13	112	2	172	11	55	-17	175	21
1968 January	124	43	163	53	123	58	106	45	32	102	94	54	78	-4	193	21	84	37	174	21
February	134	50	181	71	158	67	101	35	45	107	125	42	90	6	175	15	65	31	147	25
March	160	50	207	76	183	63	141	54	54	85	182	29	107	-8	208	2	74	40	171	40
April	120	10	124	5	137	23	101	9	52	19	147	17	88	-17	174	-22	63	33	165	24
May	140	18	149	11	156	24	121	13	55	-21	191	39	99	12	220	13	68	19	183	43
June	116	-15	133	-21	134	-20	94	-5	53	-14	172	15	85	18	160	-17	56	2	142	-2
July	128	-9	126	-35	158	-13	99	10	57	-6	189	32	108	-19	169	-1	69	28	165	32
August	130	-3	178	2	146	-13	88	—	60	5	174	26	116	-15	169	-4	68	24	143	19
September	108	-24	124	-31	129	-29	80	-7	46	-15	153	16	108	-16	127	-31	62	4	124	-2
October	129	-13	150	-28	145	-20	110	5	50	-4	136	20	122	—	172	-9	81	15	154	15
November	111	-24	132	-42	109	-36	100	4	35	-13	87	—	122	-8	162	-12	77	3	175	23
December	84	2	81	-14	73	-6	84	17	16	-39	70	6	115	31	161	20	70	1	152	15
1969 January	102	-17	104	-36	99	-20	106	—	20	-36	77	-18	111	43	160	-17	73	-13	186	7
February	104	-23	117	-35	111	-30	109	7	25	-44	102	-18	66	-27	137	-22	58	-12	153	4
March	125	-22	145	-30	129	-29	128	-9	34	-37	162	-11	96	-10	183	-12	58	-21	176	3
April	128	7	152	23	140	23	124	23	39	-25	207	41	107	21	168	-3	55	-14	171	4
May	120	-14	128	-14	130	-16	120	-1	40	-27	168	-12	109	10	157	-29	57	-16	181	-1
June	121	4	126	-5	131	-2	120	27	39	-27	180	5	112	32	173	8	54	-4	178	26
July	117	-9	100	-21	132	-16	108	9	39	-32	164	-13	103	-5	194	15	58	-15	185	12
August	120	-8	164	-8	120	-18	103	17	41	-32	122	-30	104	-10	165	-2	52	-23	190	33
September	108	—	114	-9	117	-9	99	24	34	-25	164	7	130	21	157	23	55	-11	149	20

(†) Includes pedal cycle and some mopeds; mopeds are generally classified with motor cycles but some returns do not distinguish mopeds from pedal cycles.

Companies in 1968

THE NUMBER of new companies registered in 1968 was 20,654, a decrease of over 10,000 on the number for the previous year. Nearly all the registrations were of private companies.

The total number of companies on the register now exceeds 553,000 of which over 536,000 are private companies.

During the year 37,244 companies were dissolved or struck off the register and winding up proceedings were begun in 9,855 cases, of which 1,143 were compulsory liquidations. This is revealed in the Annual Report on Companies in 1968, published on November 5.

The report gives information about some of the responsibilities of the Board of Trade under the Companies Acts 1948 to 1967. Reference is made to the Board's powers to investigate the affairs of companies which have satisfied the Board that they should be treated for the purposes of Schedule 8 to the 1948 Act as banking or discount companies.

The Companies Registration office received some 911,000 documents for filing during the year and there were some 1,145,800 public inspections of files.

Note:

Copies of the report – 'Companies in 1968' – are available, price 4s. 0d., from Her Majesty's Stationery Office, 49 High Holborn London, W.C.2, and branches. Postal orders (price 4s. 4d.) to HMSO PO Box 569, London, S.E.1.

INDEX OF REGULAR STATISTICS

When did the Board of Trade Journal *last publish an article on the chemical industry? Which issue gives the latest figures on United Kingdom overseas trade, engineering production, hire purchase, wholesale prices, etc.?*

An index of the date on which all regular statistical articles were last published will be found on the page following contents page.

The Bankruptcy Acts, 1914 and 1926

THE NUMBER of Receiving Orders and Administration Orders in Bankruptcy (deceased debtors' estates) in the High Court and in the County Courts having bankruptcy jurisdiction in England and Wales made in the quarter ended September 30, 1969, and also the total number of Deeds of Arrangement registered during the same period are as follows:

Receiving Orders and Orders of Administration	
High Court	195
County Courts	961
Total	1,156
Deeds of Arrangement	
Total number registered	40

The above information was published in greater detail, with an analysis of the bankruptcies in the respective Courts, in the *London Gazette* dated October 31.

Hints to Businessmen booklets

REVISED EDITIONS of the booklets on Paraguay, Malawi and Guyana, Surinam and French Guiana have been published in the 'Hints to Business Men' series.

British businessmen who intend visiting these countries on export business can obtain copies of the booklets on application to Export Services Branch, Board of Trade, Room C07, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7146), or to any Regional Office of the Board of Trade, or on personal application to the Export Information Centre, Board of Trade, 50 Ludgate Hill, London, E.C.4.

Cinema admissions and takings in August

DURING AUGUST, counted as a four week period, the weekly average of admissions to cinemas in Great Britain was 5.32 million and the weekly average of gross box office takings was £1.30 million.

Registrations of British and foreign films

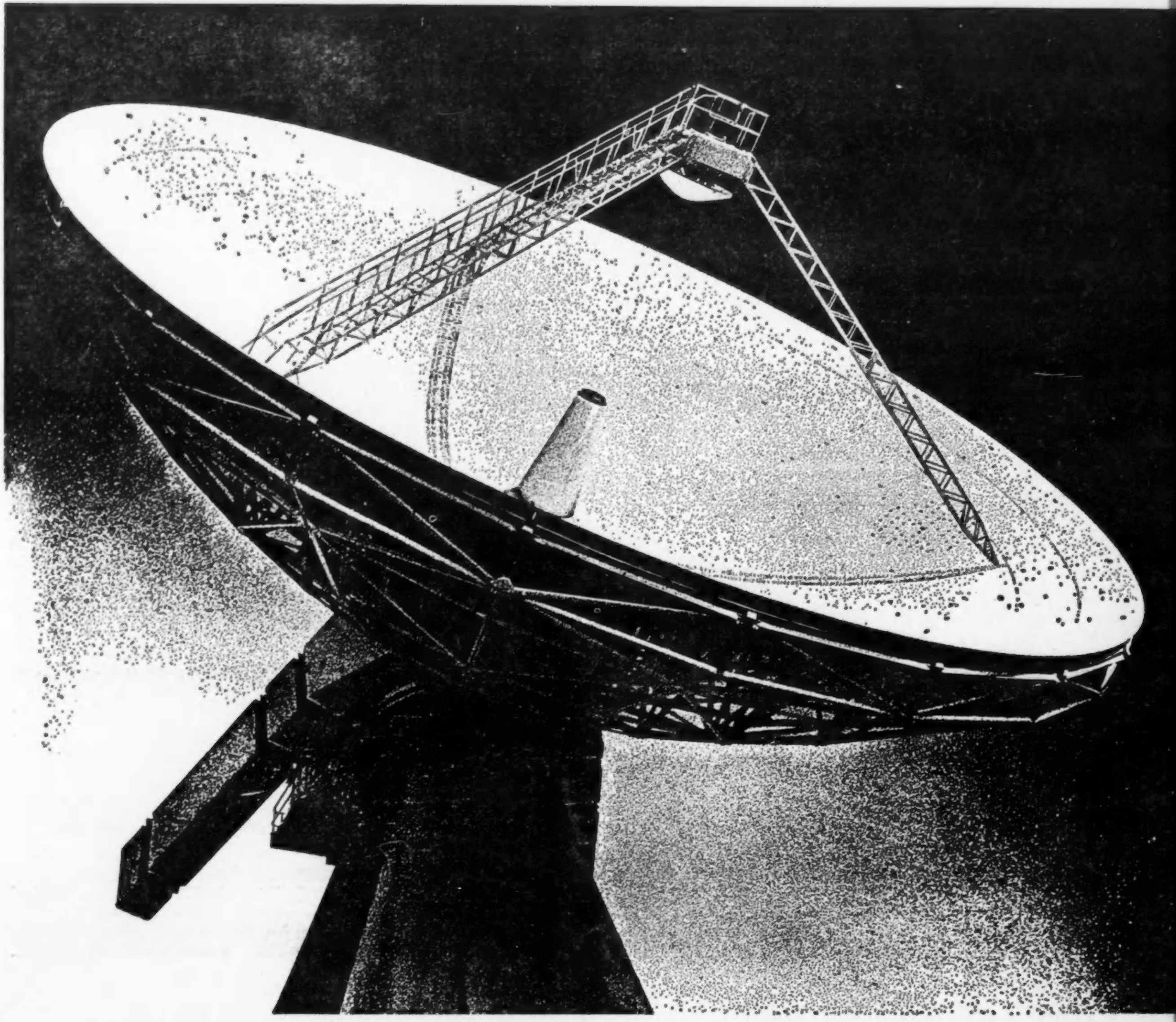
The following are details of films registered by the Board of Trade under the Films Acts 1960 to 1966 during the week ended Friday, November 7, 1969
Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
				BRITISH	
Flight in White	Br/E 34471	15	November 5	British Lion Films Ltd.	National Film Board of Canada.
Skid	Br/E 34473	9	November 6	Monarch Film Corporation Ltd.	Colourtel (TV) Productions Ltd.
The Future Works	Br/E 34474	21	November 6	New Realm Pictures Ltd.	British Railways Board Films Services.
Movietone News 2109	Br/E 34317	7	November 7	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2109A	Br/E 34318	7	November 7	" "	" "
Pathe News 69-89	Br/E 34369	7	November 7	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe News 69-90	Br/E 34370	7	November 7	" " "	" "
				FOREIGN	
Revenge In El Paso	F 34467	103	November 3	Paramount Pictures (UK) Ltd.	Euro International, SPA, Rome
The Tiger and the Pussycat	F 34468	90	November 4	Avco Embassy Pictures (UK) Ltd.	Fairfilm SPA Productions, Rome
October	F 34469	104	November 5	Contemporary Films Ltd.	Sovexportfilm, Moscow
Barge	F 34470	21	November 5	Stewart Kington Films	Stewart Kington Films
A Professional Gun	F 34472	104	November 6	United Artists Corporation Ltd.	Pea Produzioni Europee Associate, Rome

Note:

In the list of films registered during the week ended Friday, October 31, 1969, the title of the film 'The Haunted House of Horrors' should read 'The Haunted House of Horror' and the maker's name Tigon British Film Productions Ltd.

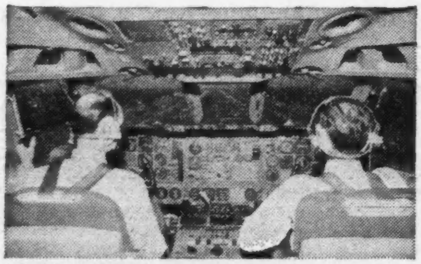
PLANNING CONVERSION TO DECIMAL CURRENCY
—A guide for management
published by the allied accountancy bodies, price 15/- post free, obtainable from the
Institute of Chartered Accountants in England and Wales.
City House, 56-66 Goswell Road, London, E.C.1. (Cheque/PO to be made payable to G.E.T.)



THE WORLD'S MOST TECHNICALLY ADVANCED SATELLITE COMMUNICATION EARTH STATION OPENED RECENTLY IN HONG KONG, BUILT BY MARCONI FOR CABLE & WIRELESS LIMITED.

GEC-Marconi is Europe's largest supplier of satellite communication earth stations and has played the major role in 27 fixed and mobile terminals, now in service or under construction throughout the world. It has also supplied vital electronic equipment for all the British-made satellites.

AUTOMATED RADAR SYSTEMS and equipment are installed in over 50 airports throughout the world.



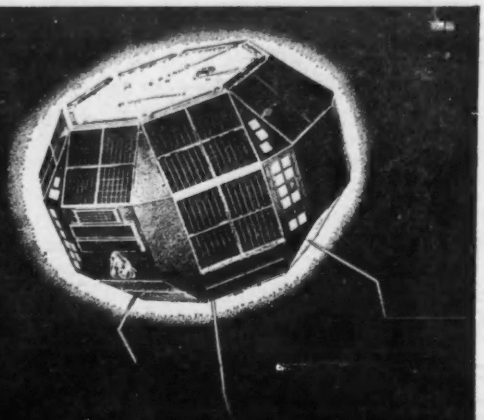
AVIONIC SYSTEMS have been fitted to nearly every type of civil aircraft and to the majority of the world's airline jet fleets.

ADVANCED RESEARCH AND DEVELOPMENT
Pointed R & D programmes are carried out by 6,000 GEC-Marconi Electronics' scientists and engineers i
22 laboratory centres in the U.K. and overseas.

GEC-Marconi Electronics Limited – one of the major new

G.E.C. | ENGLISH ELECTRIC | AEI

SHAPING UP TO THE FUTURE



GEC-MARCONI ELECTRONICS LIMITED

In space, in the air, on the ground, on and under water, GEC-Marconi Electronics Limited is equally at home. This is Britain's largest and most comprehensive electronics company, uniting the major electronics interests of The General Electric Company Limited, The English Electric Company Limited, The Marconi Company Limited, Elliott-Automation Limited and Associated Electrical Industries Limited. Bringing together all the brain power, skills and material resources needed to design, construct, install and maintain complete integrated systems however complex, and supply the sophisticated individual products. Herein lies Britain's competitive ability in many vital areas of advanced technology. 127 countries buy from GEC-Marconi Electronics Limited in a year. In every walk of life, GEC-Marconi Electronics Limited will cross your path, bringing entertainment, safeguarding life, expanding horizons in a myriad ways.

A MEMBER OF GEC-ENGLISH ELECTRIC

Available to GEC-Marconi Electronics Limited is the expertise and experience of its specialised partners in GEC-English Electric: such groups and companies as GEC-Elliott Automation Limited, Marconi-Elliott Computer Systems Limited, GEC (Cables and Equipment) Limited, GEC Electrical Components Limited, GEC Electronic Tube Company Limited, GEC-AEI Telecommunications Limited, Osram (GEC) Limited, GEC Semiconductors Limited and GEC (Radio and Television) Limited.

GEC-Marconi Electronics Limited, Marconi House, Chelmsford, Essex.

MOBILE RADIO New equipment designs are providing unrivalled service with the Home Office and many other users of mobile radio systems.

The companies forming GEC-Marconi Electronics Limited

THE MARCONI COMPANY LIMITED

MARCONI COMMUNICATIONS SYSTEMS LIMITED uniting the activities of Marconi Communications with GEC Mobile Radio and Eddystone Radio Limited.

MARCONI RADAR SYSTEMS LIMITED uniting the ground radar activities of Marconi with Elliott-Automation and GEC-AEI Electronics Limited, (Leicester).

MARCONI-ELLIOTT AVIONIC SYSTEMS LIMITED uniting the Marconi avionics activities with Elliott Flight Automation Limited and Elliott-Automation Radar Systems Limited.

GEC-ELLIOTT SPACE AND WEAPON SYSTEMS LIMITED uniting GEC-AEI Electronics Limited, Stanmore and Portsmouth, with Elliott Space and Weapon Automation Limited.

MARCONI INSTRUMENTS LIMITED

E-A SPACE AND ADVANCED MILITARY SYSTEMS LIMITED (EASAMS)

Electronic and data systems for radio communications, broadcasting and television, avionics, air traffic control and defence, instrumentation and specialized components.

groups formed from the merger of GEC and English Electric

Shipping movement at United Kingdom ports

Foreign and coasting trade movement during July 1969

THE TOTAL NET TONNAGE of vessels in the foreign trade which entered and cleared United Kingdom ports with cargo during July 1969 amounted to 19,243 thousand net registered tons: this was 1.2 per cent more than the corresponding month of 1968. Commonwealth vessels accounted for 8,505 thousand n.r.t.

During the first seven months of 1969 the total net tonnage of vessels entering and clearing United Kingdom ports with cargo

Table 1. Shipping movements in the foreign trade at United Kingdom ports

Foreign Trade	Entered					Cleared				
		Thousand Net Tons					Thousand Net Tons			
	Number of Vessels	Total	United Kingdom	Other (†) Commonwealth	Foreign	Number of Vessels	Total	United Kingdom	Other (†) Commonwealth	Foreign
With cargo: July 1968	7,276	11,864	4,454	380	7,030	5,718	7,152	3,477	238	3,437
July 1969	7,281	12,057	4,514	416	7,127	5,778	7,186	3,292	283	3,611
Seven months ending July 1968	43,347	70,812	26,345	1,680	42,787	33,476	37,784	17,837	1,033	18,914
Seven months ending July 1969	44,048	74,682	28,051	2,087	44,544	34,195	39,887	17,784	1,344	20,759
In ballast: July 1968	2,101	3,346	1,509	111	1,726	3,814	8,573	2,607	193	5,773
July 1969	2,221	3,153	1,404	62	1,687	3,774	8,287	2,826	167	5,294
Seven months ending July 1968	9,864	14,842	6,386	412	8,044	20,464	48,379	14,960	946	32,473
Seven months ending July 1969	10,753	15,766	6,645	378	8,743	20,821	48,241	15,802	1,077	31,362

(†) Includes Irish Republic and South Africa

Table 2. Foreign trade entrances and clearances with cargo

Nationality of Vessels	Entered				Cleared			
	July		Seven months ended July		July		Seven months ended July	
	1968	1969	1968	1969	1968	1969	1968	1969
	Numbers of vessels							
United Kingdom	2,354	2,307	12,721	13,029	2,080	2,113	10,795	11,263
Other Commonwealth (†)	214	251	1,134	1,290	183	208	935	1,086
Foreign	4,708	4,723	29,492	29,729	3,455	3,457	21,746	21,846
Total	7,276	7,281	43,347	44,048	5,718	5,778	33,476	34,195
	Thousand net tons							
Commonwealth:								
Registered in United Kingdom	4,454	4,514	26,345	28,051	3,477	3,292	17,837	17,784
Registered in Canada	—	2	—	2	—	—	—	7
Registered in other countries (†)	380	414	1,680	2,085	238	283	1,033	1,337
Total Commonwealth	4,834	4,930	28,025	30,138	3,715	3,575	18,870	19,128
Foreign:								
Soviet	149	138	798	968	23	35	227	255
Finnish	86	95	657	705	30	28	218	259
Swedish	479	576	3,284	2,864	291	272	1,620	1,463
Norwegian	1,614	1,220	8,809	8,522	694	644	3,516	3,574
Danish	382	333	1,949	1,976	270	265	1,398	1,402
Polish	24	34	185	200	13	29	92	126
German (Federal Republic)	517	733	3,576	4,274	328	438	2,250	2,499
Dutch	844	661	4,450	4,631	477	433	2,836	3,047
Belgian	268	272	1,578	1,545	254	315	1,196	1,497
French	520	636	2,430	3,128	360	405	1,615	1,932
Spanish	54	71	398	482	51	53	360	422
Italian	164	164	1,079	1,012	34	20	242	173
Yugoslav	12	7	141	113	9	4	50	39
Greek	146	178	1,283	1,537	85	107	497	621
United States of America	222	342	1,329	1,704	232	332	1,133	1,539
Panamanian	169	205	1,150	1,246	58	14	410	381
Liberian	1,507	1,192	7,505	7,860	98	105	521	691
Other	305	270	2,186	1,777	127	112	733	839
Total Foreign	7,030	7,127	42,787	44,544	3,437	3,611	18,914	20,759
GRAND TOTAL	11,864	12,057	70,812	74,682	7,152	7,186	37,784	39.887
Trading Areas:								
Irish Republic	779	944	3,283	3,940	827	867	3,005	3,385
Northern Europe (Foreign)	3,460	3,386	19,824	21,158	3,383	2,725	16,133	16,714
Europe (Atlantic) and Western Mediterranean Countries	2,056	1,894	9,608	9,757	932	1,623	5,838	7,065
Central and Eastern Mediterranean Countries	1,081	1,040	8,097	7,562	71	204	1,132	1,166
West and South Africa	386	454	2,911	3,839	221	182	1,456	1,558
East Africa, Persian Gulf, India	1,722	1,818	11,632	13,277	182	217	1,262	1,358
Eastern Asia and Islands in the Pacific	225	233	1,507	1,448	150	132	1,126	1,057
Australasia	281	322	1,901	2,098	147	71	1,141	972
North America (Atlantic Coast)	1,071	1,177	5,816	5,871	1,059	900	4,837	4,799
West Indies and Central America (Atlantic Coast)	583	512	4,309	3,886	85	119	957	857
South America (Atlantic Coast)	90	138	816	970	24	54	342	467
South and Central America (Pacific Coast)	10	8	160	140	5	16	99	131
North America (Pacific Coast)	109	107	873	647	51	61	408	281
Other Areas	11	24	75	89	15	15	48	77
Total Commonwealth Countries	2,422	3,232	15,416	18,879	1,624	1,655	8,088	8,175
Total Foreign Countries	9,442	8,825	55,396	55,803	5,528	5,531	29,696	31,712
TOTAL	11,864	12,057	70,812	74,682	7,152	7,186	37,784	39,887

(†) Includes Irish Republic and South Africa.

amounted to 114,569 thousand n.r.t., an increase of 5.5 per cent over the tonnage for the same period for 1968.

In the coasting trade there was a 0.3 per cent decrease in the total net tonnage of arrivals and departures with cargo during the month of July 1969, and a 2 per cent increase during the first seven months compared with 1968.

Note: net registered tons (n.r.t.)

The net registered tonnage is the measure of the size of a vessel and is normally used in the assessment of light, port and dock dues in the United Kingdom. It is obtained by deducting from the gross registered tonnage an allowance for the area occupied by machinery, bunkers, water ballast and crew space.

Definitions:

1. The foreign trade statistics relate to voyages direct from any port abroad to a port in the United Kingdom, or *vice versa*, or from one port to another in the United Kingdom, so long as the vessel has onboard cargo shipped abroad, or shipped in the United Kingdom for discharge abroad, or passengers from or for a port outside the United Kingdom.

The coasting trade statistics include vessels carrying only coastwise cargo or passengers from port to port in the United Kingdom, and vessels moving between these ports without at the time having onboard cargo or passengers from or for a port abroad. For example, the coastwise movement in ballast includes foreign trade vessels which, having completed the discharge of cargo or passengers from abroad at one United Kingdom port, proceed coastwise to another port to load for the return voyage.

2. Cargo figures relate to vessels which load or unload merchandise, bullion, specie, or mail, except those loading or unloading only Government stores, bunkers or ship's stores.

3. Ballast figures relate to all vessels other than those defined in (2) and include vessels loading or unloading only Government stores, bunkers, ship's stores or passengers.

4. Vessels in the foreign trade, calling during the course of a single voyage at more than one port of the United Kingdom, are recorded as entered and cleared at one port only, but as arrived and departed at each subsequent port of call.

Table 3. Foreign trade arrivals and departures at principal ports, January-July 1969

Port	Arrived						Departed					
	With cargo			With cargo and in ballast			With cargo			With cargo and in ballast		
	1968	1969		1968	1969		1968	1969		1968	1969	
	Thous. Net tons	Thous. Net tons	Number of Vessels	Thous. Net tons	Thous. Net tons	Number of Vessels	Thous. Net tons	Thous. Net tons	Number of Vessels	Thous. Net tons	Thous. Net tons	Number of Vessels
Bristol	1,947	1,768	989	1,985	1,821	1,028	249	192	255	1,888	1,577	822
Cardiff	879	808	417	1,042	1,030	517	309	350	180	1,059	1,019	455
Dover	3,860	4,350	3,419	6,156	6,782	5,543	3,696	4,275	3,176	6,104	6,712	5,476
Felixstowe	984	1,432	1,369	1,064	1,538	1,487	888	1,340	1,231	1,022	1,499	1,430
Folkestone	244	276	221	623	744	553	293	222	183	624	725	540
Grimsby	2,257	2,640	1,546	2,532	3,065	1,788	1,010	1,144	947	2,558	3,072	1,817
Harwich	3,655	4,723	2,473	3,744	5,027	2,694	3,617	4,806	2,594	3,662	5,035	2,712
Holyhead	1,273	1,182	971	1,391	1,247	1,017	1,113	1,119	875	1,219	1,141	897
Hull	3,080	3,048	2,870	3,303	3,279	3,022	1,692	1,622	1,597	3,057	3,016	2,695
Lancaster	38	1	2	49	24	65	12	18	52	12	20	57
Liverpool	7,959	7,502	2,813	9,082	8,706	3,237	3,379	3,319	1,865	9,080	8,091	2,966
London	17,911	16,753	8,072	21,254	20,859	9,638	8,285	7,397	5,248	20,968	20,095	9,972
Manchester	3,720	3,063	1,709	3,981	3,252	1,937	1,010	919	1,181	3,412	2,943	1,863
Middlesbrough	2,594	3,467	1,003	3,183	4,057	1,397	1,167	1,034	1,027	3,507	3,879	1,456
Milford Haven	4,553	6,557	287	5,459	7,822	763	1,066	1,342	376	5,211	7,666	668
New Haven	447	547	661	456	567	688	424	525	592	468	568	682
Newport	832	898	450	1,135	1,080	547	597	442	428	1,280	1,087	562
Plymouth	196	153	315	299	241	477	110	80	252	255	248	496
Port Talbot	599	504	346	654	539	423	98	89	207	639	502	398
Southampton	9,286	8,660	1,934	11,711	10,794	2,523	4,620	4,548	1,746	11,465	10,775	2,439
Swansea	435	491	287	940	1,039	646	957	1,213	944	1,717	1,368	994
Tyne Ports	1,246	1,118	821	1,881	1,636	1,037	811	706	564	2,172	1,994	1,071
Glasgow	1,875	1,709	714	2,239	2,120	846	1,257	1,040	423	2,703	2,300	875
Grangemouth	894	878	690	1,110	1.150	851	720	876	703	1,033	1,340	1,025
Greenock	1,295	1,310	127	1,629	1,991	240	143	174	26	1,386	1,897	190
Leith	426	376	614	500	719	694	172	467	482	411	1,113	848
Belfast	1,169	1,398	928	1,236	1,482	1,015	267	232	313	1,275	1,116	688
Other Ports	5,291	5,162	11,025	7,441	6,954	14,127	3,221	3,342	8,159	7,691	7,489	14,504
TOTAL	78,945	80,774	47,073	96,079	99,565	58,800	41,183	42,833	35,626	95,878	98,287	58,598

Table 4. Coasting trade arrivals and departures at principal ports January-July 1969

Port	Arrived						Departed					
	With cargo			With cargo and in ballast			With cargo			With cargo and in ballast		
	1968	1969		1968	1969		1968	1969		1968	1969	
	Thous. Net tons	Thous. Net tons	Number of Vessels	Thous. Net tons	Thous. Net tons	Number of Vessels	Thous. Net tons	Thous. Net tons	Number of Vessels	Thous. Net tons	Thous. Net tons	Number of Vessels
Bristol	909	725	417	1,081	995	1,569	385	234	934	1,263	1,138	1,828
Cardiff	325	336	524	631	602	1,080	173	122	324	519	579	1,134
Cowes	1,159	1,388	6,361	2,444	3,050	13,439	1,103	1,287	5,743	2,436	3,045	13,444
Hull	579	497	194	791	587	395	249	105	222	901	693	567
Immingham	530	402	148	1,188	1,137	673	714	731	519	1,074	1,139	706
Lancaster	572	596	678	714	715	1,061	681	658	988	719	714	1,046
Liverpool	2,319	2,687	2,070	3,102	3,577	3,393	1,791	2,023	2,380	3,299	3,614	3,441
London	4,200	3,527	2,971	5,696	4,537	4,492	1,413	932	1,414	5,728	4,468	4,002
Manchester	92	79	109	158	160	231	46	28	45	152	166	230
Middlesbrough	259	61	169	1,037	873	880	492	725	569	798	903	813
Milford Haven	214	307	83	1,814	2,583	1,012	1,849	2,690	1,026	1,954	2,784	1,088
Portsmouth	242	207	939	1,891	1,930	7,938	56	52	509	1,878	1,914	7,939
Preston	719	719	1,142	774	744	1,195	693	689	1,075	822	773	1,255
Southampton	1,805	2,140	6,182	3,548	4,094	8,520	3,053	3,335	6,691	3,487	3,933	8,309
Sunderland	116	140	141	860	678	706	684	510	479	795	655	639
Swansea	136	201	296	1,200	1,538	2,406	799	1,083	1,704	939	1,192	2,031
Tyne Ports	424	417	91	2,175	1,948	1,190	1,225	972	831	1,891	1,667	1,160
Ardrossan	760	899	1,129	857	986	1,347	565	594	1,073	824	909	1,347
Glasgow	359	503	474	747	901	769	189	165	270	500	666	725
Greenock	992	783	1,529	1,208	922	1,767	899	821	1,365	1,235	981	1,775
Stranraer	886	957	773	896	965	782	885	956	757	897	965	779
Belfast	3,890	3,984	4,622	4,169	4,183	5,030	3,133	3,207	3,710	4,034	4,106	5206
Other Ports	6,606	6,875	15,296	11,157	11,442	27,966	5,243	5,101	9,333	10,580	10,850	26,634
TOTAL	28,093	28,430	46,338	48,138	49,147	87,841	26,320	27,020	41,961	46,725	47,854	86,098

(*Continued on next page*)

Table 5. Shipping movements at United Kingdom ports

	Arrived				Departed			
		Thousand Net Tons				Thousand Net Tons		
	Number of Vessels	Total	Common-wealth (†)	Foreign	Number of Vessels	Total	Common-wealth (†)	Foreign
COASTING TRADE – GREAT BRITAIN								
With cargo: July 1968	6,630	3,735	3,121	614	6,089	3,487	2,850	637
July 1969	6,593	3,647	3,121	526	5,974	3,480	3,026	454
Seven months ending July 1968	41,178	23,735	19,656	4,079	39,187	22,997	19,058	3,939
Seven months ending July 1969	40,744	24,001	19,797	4,204	37,721	23,631	19,279	4,352
In ballast: July 1968	7,349	3,161	2,656	505	7,912	3,223	2,645	578
July 1969	7,815	3,406	2,891	515	7,538	3,313	2,873	440
Seven months ending July 1968	39,005	19,738	15,774	3,964	41,212	19,149	15,571	3,578
Seven months ending July 1969	40,944	20,482	16,176	4,306	42,013	19,642	15,817	3,825
COASTING TRADE – UNITED KINGDOM								
With cargo July 1968	7,358	4,339	3,617	722	6,698	4,031	3,290	741
July 1969	7,363	4,287	3,653	634	6,623	4,055	3,492	563
Seven months ending July 1968	46,831	28,093	23,478	4,615	43,370	26,320	21,989	4,331
Seven months ending July 1969	46,338	28,430	23,520	4,910	41,961	27,020	22,142	4,878
In ballast: July 1968	7,452	3,258	2,743	515	8,173	3,394	2,762	632
July 1969	7,917	3,482	2,961	521	7,804	3,470	2,994	476
Seven months ending July 1968	39,543	20,044	16,032	4,012	43,263	20,405	16,556	3,849
Seven months ending July 1969	41,503	20,717	16,352	4,365	44,137	20,833	16,705	4,128

(†) Commonwealth and Irish Republic.

Abstract of regional statistics–1969

THE LATEST – and considerably expanded – edition of the *Abstract of Regional Statistics* (Abstract of Regional Statistics No. 5, 1969, HMSO, £1 net), was published on November 11. Prepared by the Central Statistical Office, its 64 tables bring together all of the most important economic and social statistics that are available on a regional basis.

Some of this information is abstracted from other publications – which are listed in the book's 'Index to Sources'; several tables, however, are published for the first time in this volume.

ANNOUNCEMENT

to all companies undertaking non-competitive Government contracts

The establishment of a **Review Board for Government Contracts** was announced by the Chief Secretary to the Treasury on August 1, 1969. This Board is completely independent of the Treasury and other Government Departments.

The Review Board has the task of deciding whether the new Profit Formula for non-competitive Government contracts, which was announced by the Chief Secretary on February 26, 1968, is a fair interpretation of the objective agreed by the Government and the C.B.I. of giving an average return on capital employed of 14% per annum. The Board has decided to direct its intention initially to the Government accounting conventions insofar as they affect attributable costs, depreciation charges and the treatment of investment grants and other selective incentives.

The Board will take into consideration any written representations which are made to it before December 31, 1969, by companies involved in non-competitive Government contracts or by any Trade Associations representing such companies.

Copies of a paper entitled 'Profit Formula Review—Arrangements agreed with Industry to be applied from February 26, 1968'—which explains the new Profit Formula, are available from the **Secretaries to the Board, Binder, Hamlyn & Co., 8 St. Bride Street, London, E.C.4.**

Gold and convertible currency reserves in October

HM TREASURY announce that the gold and convertible currency reserves rose by £20 million during October to stand at £1,034 million at the end of the month.

Business Monitor

THE FOLLOWING TITLES and issues of Business Monitor are now available and copies may be obtained by annual subscription from HMSO, PO Box 569, London, S.E.1.

Production Series:

Monthly at £1 a year post free:

Imported Timber for September 1969

A complete list of titles in the production series was last published in the *Board of Trade Journal* on October 28, on page 1155.

DETAILED STATISTICS OF UNITED KINGDOM OVERSEAS TRADE

Each month the Overseas Trade Accounts give a considerable amount of detail about United Kingdom imports, exports, re-exports and commodities and, for many of them, the most important countries of consignment.

The information in the accounts is, in fact, a summary of much more detailed information. This is derived from declarations made by traders to HM Customs and Excise under the descriptions in the Statistical Classification for Imported and Re-exported Goods (which has about 3,000 *headings) and the Export List* (2,900 *headings); there are* 192 *specified countries of consignment.*

The fully detailed information is not published on a monthly basis but, when circumstances allow, HM Customs and Excise can supply detailed information about trade under individual headings of the Import Classification and the Export List and with individual countries or through United Kingdom ports, either for particular months or for longer periods. A charge is made which covers the cost of the service. Applications should be made to the Statistical Office (Bill of Entry Section), HM Customs and Excise, 27 Victoria Avenue, Southend-on-Sea (Tel. Southend (0702) 49421, *Ext.* 316 *or Imports and Re-exports, Ext.* 314 *for Exports, Telex* 99112 *CUSEX Southend).*

Office development permits in the third quarter of 1969

THE TOTAL floor area of office development permits issued in the third quarter of 1969 was lower, at 3.4 million sq. ft. than in the second quarter, when the total was 4.9 million sq. ft.

After deduction of relinquishments of existing offices and of permits for the continuing use of existing offices, included in the total figures, there was a potential addition to office space, by way of new building and conversion of non-office premises to office use, of 2.0 million sq. ft. in the third quarter. This compares with 3.1 million sq. ft. in the previous quarter.

Taking the first three-quarters of 1969 together, the average total floor area of permits was about one-sixth higher than the average for the year 1968. After deduction of relinquishments and permits for the continuing use of existing offices, from both periods, the increase in potential new office space was nearly one-third. These increases would have been greater but for changes this year which, as explained in the notes, freed some developments from control.

These statistics are published on behalf of the Ministry of Housing and Local Government. Figures for the second quarter of 1969 were published in the *Journal* of August 13, 1969.

Table Office development permits – regional totals

	Total			South East			West Midland			East Midland			East Anglia		
	Number of Permits	Thous. sq. ft.		Number of Permits	Thous. sq. ft.		Number of Permits	Thous. sq. ft.		Number of Permits	Thous. sq. ft.		Number of Permits	Thous. sq. ft.	
		Gross	Relin-quished		Gross	Relin-quished		Gross	Relin-quished		Gross	Relin-quished		Gross	Relin-quished
1965 Aug.-Dec.	175	2,701	1,070	165	2,655	1,056	10	46	14	—	—	—	—	—	—
1966	507	5,536	2,085	396	4,702	1,914	84	562	129	19	218	33	8	54	91
1967	726	9,171	2,720	525	7,097	2,289	103	1,076	161	61	534	175	37	464	95
1968	661	13,852	5,415	594	12,018	5,184	34	1,106	32	18	398	62	15	330	137
1965 Aug.-Sept.	78	1,055	485	78	1,055	485	—	—	—	—	—	—	—	—	—
4th quarter	97	1,646	585	87	1,600	571	10	46	14	—	—	—	—	—	—
1966 1st quarter	120	1,300	417	87	1,064	374	33	236	43	—	—	—	—	—	—
2nd quarter	95	1,027	381	80	948	362	15	79	19	—	—	—	—	—	—
3rd quarter	122	1,123	564	103	972	502	15	116	32	19	218	33	8	54	
4th quarter	170	2,086	723	126	1,718	676	21	131	35						
1967 1st quarter	260	2,861	787	172	2,179	587	41	290	14	34	258	152	13	134	34
2nd quarter	207	2,211	601	137	1,550	515	38	386	44	18	169	23	14	106	19
3rd quarter	128	1,561	617	100	1,152	554	15	239	60	8	96	—	5	74	3
4th quarter	131	2,538	715	116	2,216	633	9	161	43	6	145	9	7	179	44
1968 1st quarter	124	2,173	1,115	114	1,962	1,101	3	48	—						
2nd quarter	179	4,484	1,701	156	3,787	1,611	15	523	22	3	56	20	5	118	48
3rd quarter	197	4,039	1,541	181	3,650	1,509	8	257	7	3	29	10	5	103	15
4th quarter	161	3,156	1,058	143	2,619	963	8	278	3	7	179	23	3	80	69
1969 1st quarter	178	3,713	590	153	3,162	577	14	347	—	9	161	—	2	43	13
2nd quarter	122	4,923	1,103	110	4,362	1,067	3	164	30	9	397	6			
3rd quarter	116	3,398	1,158	107	3,151	1,155	7	215	3	2	32				
4th quarter															

In some instances in order to avoid the risk of disclosing details of individual applicants, figures for two consecutive quarters have been combined.

The main breaks in comparability in the quarterly totals are indicated by lines.

NOTES:

Commencement of Controls. In the London Metropolitan Region the control began in August 1965, but with retrospective application to November 5, 1964, for some projects, as explained in the first Annual Report by the Board of Trade under the Act; this report was referred to in the *Journal* of August 5, 1966, page 324. The West Midlands Conurbation was brought within the control from August 14, 1965, while the parts of the South East and West Midland Planning Regions not already controlled and the whole of East Midland and East Anglia Planning Regions came under control on July 21, 1966.

Removal of Controls. From February 25, 1969, the East Anglia Planning Region and the predominantly rural areas of the West Midlands and East Midlands Planning Regions were excluded from control.

Changes in exemption limit. From July 27, 1967, the exemption limit for permits was raised from 3,000 square feet to 10,000 square feet except in the Metropolitan Region. From February 25, 1969, this change was extended to the areas of the Metropolitan Region outside Greater London.

Modification of control. From April 1, 1969, office development permits are in most cases no longer needed for developments within the curtilage of an industrial building for which an industrial development certificate is issued. The figures for the year 1968 included 168 permits of this type, with gross area 2,485,000 square feet (18 per cent of the total area of permits issued) and an area net of relinquishments of 2,103,000 square feet (24 per cent of the net total).

Definitions of areas. The planning regions correspond to the new standard regions for statistical purposes as defined in the *Journal* of December 31, 1965, page 1567.

Area relinquished. Comprises office floor space relinquished for demolition or change of use to non-office uses.

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Prices in brackets include postage.

Government publications can be purchased from the Government Bookshop in London (post orders to P.O. Box 569, S.E.1), Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol, or through any bookseller,

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British Weeks in Tokyo and Vienna

BRITISH WEEK IN TO
英国フェア '69
●9月26

Crowds are eager to see the British displays in one of Tokyo's department stores.

BRITISH WEEK IN TOKYO: SEPTEMBER 30 to OCTOBER 4

FOLLOW-UP ACTION on the £10 million sales impact of British Week Tokyo has been swift. Shortly after the Week officially closed on October 5, BNEC Asia, who with the Board of Trade were the co-organizers of this immense trade promotion, announced that 15 trade missions will leave Britain for Japan before the end of this year or early next. Several department stores – not only in Tokyo but in other main centres, such as Osaka (the site of next year's EXPO), Nagoya and Kobe – are holding British store promotions during the coming months.

While the visiting royalty, the flags, decorations and shop window displays of a British Week create an ideal atmosphere for launching the sale of consumer goods, the Tokyo promotion also presented excellent opportunities for capital goods firms. Besides the products of consumer goods manufacturers on sale in Tokyo's stores and on show at the hi-fi and home appliance exhibition, members of the Society of British Aerospace Companies and the Scientific Instrument Manufacturers Association took over the Science Museum in Tokyo. Pye Unicam of Cambridge, who exhibited with SIMA, were able before the week closed to announce their largest Japanese order for spectrophotometer systems. Servomex Controls sold 80 per cent of all its exhibits at the exhibition, drawing from the company's manager, Mr. Fred Tipping, the enthusiastic comment: 'The market for chemical plant equipment in Japan is five times as great as in the United Kingdom and Germany. Sales prospects are fantastic'. Electrothermal Engineering, Elga Products, Rank Precision, G. V. Planer, Epsylon Industries, Norseman (Cables and Extrusions) and Fairey Engineering were among firms who reported excellent sales and sales prospects.

In the huge department stores millions of customers saw the 14

(*Continued on page* iv)

FILM
CINZANO
MARTINI
Leica
RECORDS
W 31.519

Showing the flag in the Kaerntlerstrasse – one of Vienna's main shopping streets.

BRITISH WEEK IN VIENNA: OCTOBER 10 to 18

THE IMPACT of the British Week on the Viennese, who completely identified themselves with it, can hardly be exaggerated.

Some 106,000 people visited the centrepiece exhibitions at the Kuenstlerhaus (an average of 1,000 per hour) and many inquiries were received. Particularly successful was the Consumer Durables display, arranged by the British National Export Council for the Board of Trade, which received 100,000 general public and trade visitors. Firm orders to the value of £71,000 were received and business pending amounts to a further £150,000. The Council of Industrial Design's display of 500 items was also highly successful and resulted in an even greater flow of inquiries than at Sockholm.

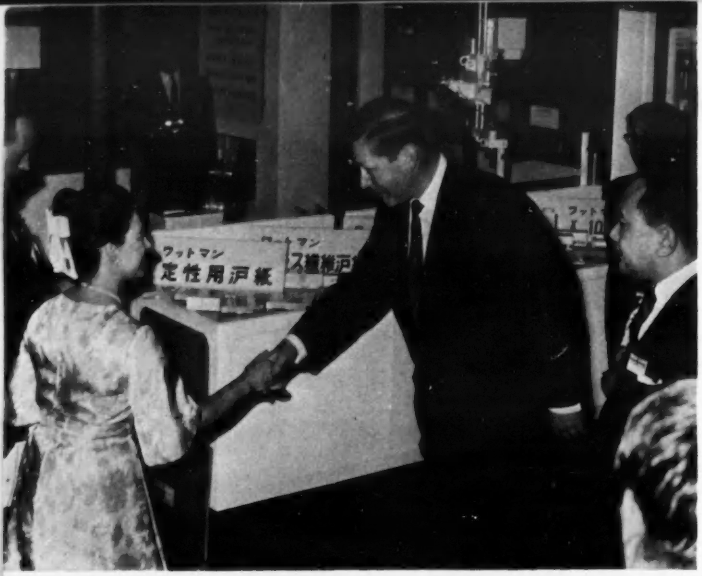
The Motor Show attracted some 80,000 people and a number of orders was received, including orders for two Rolls-Royce cars and two Aston Martins.

Clothes and accessories shown at the Fashion Spectacular (where seats were completely sold out by the first day) were 100 per cent merchandised in Viennese shops, with a correspondingly greater interest in British garments. This was particularly noticeable among young women, who flocked to the boutiques and department stores where they were on sale.

Stores generally reported greatly increased sales and some department stores owing to the large percentage increase decided to keep their British promotions for a further fortnight. One store sold no less than 200,000. As (£3,200) worth of British goods *daily* during the week, as against a normal daily turnover of 30,000 As (£500): i.e. six times more than usual.

There was exceptional response to all the supporting events. The performance of Richard II by Prospect Productions gained a tre-

(*Continued on page* iv)


ワットマン
定性用戸紙

TOKYO

Top left: HRH Princess Margaret meets Mr. J. Giltrow of H. Reeve Angel and Co. Ltd., who had a stand at the SIMA exhibition.

Top right: British toys are a great success with these Japanese children.

Centre left: A Japanese family inspects samples of Worth Ryde carpets displayed in the Kejo Department Store.

Below left: Best foot forward for British fashion promotion.

Below centre: The contemporary and the traditional—a Tokyo housewife is absorbed by a display of Brooke Bond tea bags.

Below right: A critical appraisal of Hoover products at the Odakya store.

VIENNA

Top left: Lord Brown, Minister of State, Board of Trade, visits a promotion of Scottish goods.

Top centre: Mr.R. Spencer Copeland (left), deputy chairman of W. T. Copeland and Sons Ltd., shows Princess Alexandra some Spode ware on display in the shop of Kasper and Solum.

Top right: Austrian girls try British fun furs made by Furlock Fashions Ltd., in the 'Piccadilly' shop at Stafa Department Store.

Centre: Princess Alexandra meets the British hostesses at the opening ceremony for British Week Vienna in the Rathaus.

Below: British sweets on display at the Herzmansky Department Store.

Below right: Crowds gathering outside the Steffl Department Store displaying British goods.

BRITISH WEEK TOKYO, *continued*

cultural exhibitions on British themes. Over a million people visited the exhibit at the Mitsukoshi store, where £900,000 worth of British goods were sold during the week. The Seibu store registered sales of more than £350,000. Hankyu Department store reported double normal trading.

British woollen goods, which received personal praise from the Empress of Japan during her visit to the huge 'Britain in Tokyo' exhibition near the Imperial Palace, showed excellent prospects according to Mr. Geoffrey Richardson, assistant secretary of the National Wool Textile Corporation. Food and drink companies sold £1.25 million worth of goods, said Mr. Norman Wood, a director of Associated British Foods and chairman of BNEC Asia's committee product group for food and drink. He forecast a long-term increase of between 30 to 40 per cent in sales of British food and drink to the Japanese market.

Sales to Japan of antiques and fine arts were spectacularly successful. 'This is a tremendous success story," said Mr. George Whyte chairman of BNEC/Asia products group for these goods, and managing director of the Maple/Lablanc Export Group. Last year exports to Japan in this field were £380,000. During British Week items were sold to a value of £1,500,000. The total volume of orders booked which could go under the British Week umbrella is £3 million.

First results of British Week Tokyo have shown high sales figures during the promotion. What is needed now is the follow-up.

BRITISH WEEK, VIENNA, *continued*

mendous reception, as did the Royal Ballet. More than 25,000 people visited the City of London Treasures at the Museum of Applied Art. The Phoenix Group of folk dancers, who performed at two of the large stores, say that their reception has been unequalled at any previous British Week. The London buses carried 30,000 people to and from the shopping area. Pipers and military bands were surrounded by huge crowds wherever they played and the press centre received a continuous stream of inquiries about their whereabouts. British police were as usual surrounded by autograph hunters and cameras. An incident involving two policemen who came to the rescue of an elderly Viennese, injured by a fall on an escalator, and gave him immediate first-aid, was prominently reported in the *Kurier*, who described the men as 'tree-high' ('baumlanger').

There is no doubt of the success of the British Week Vienna, but its value goes far beyond the week itself. Already several other Austrian towns, including Linz, Steyr and Klagenfurt, have shown interest in staging a special British promotion next year – proof of the new interest in British goods that the week has generated in this expanding market.

In his speech at the opening ceremony HE the British Ambassador, Sir Anthony Rumbold, said: '. . . We come as Europeans. Europe is our mother and the people of Europe are our brothers and sisters . . .' The British Week in Vienna and other British Weeks in Europe have been an unmistakable demonstration of this belief.

British motor bicycles meet with the approval of Viennese youth.

Princess Alexandra examines some fine examples of British menswear.

This traditionally dressed Japanese girl is eager to try on contemporary British fashions.

祝
英国フェア'69
BRITISH WEEK IN TOKYO
WAKO

Window display at the Wako department store. Attractive displays like this were a feature of British Week Tokyo.

Exhibitions and Fairs

Cologne Fair 'For the Child' continues to grow in popularity

by G. Brook, Commercial Department, British Embassy, Bonn

THE COLOGNE International Fair 'For the Child' held from October 24 to 26 attracted 468 direct exhibitors, including 110 foreign firms from 16 countries. The event was attended by 10.890 trade buyers, including 2,590 foreign visitors from 34 countries. These attendance figures showed an overall increase of 6 per cent (with 5 per cent more foreign visitors) on the corresponding fair last year.

The United Kingdom with 23 direct exhibitors provided the second largest contingent of foreign firms after France. The Board of Trade mounted joint ventures in collaboration with the British Nursery Goods Association (15 firms) and the Junior Fashion Group of London (eight firms). Most British exhibitors at the Cologne Fair for the Child do comparatively little business with the German children's wear and nursery goods trades. Of greater importance to them is the opportunity which this truly international event presents for multilateral trading, principally with the EFTA markets and other third countries. For this reason, the revaluation of the Deutsche Mark announced during the course of the fair did not have much effect on the business done by the majority of British exhibitors. Revaluation did, however, result in the biggest ever German orders for the Job White-Mitchell Group, whose perseverance in exhibiting six times at the Cologne fair is paying off with a substantial breakthrough in German children's wear market. Mr. B. McFarlane, of Pedigree Westline Ltd. reported excellent sales of Pedigree perambulators to EFTA countries, Germany, Holland, Spain, Greece, the United Arab Republic, Ghana and Venezuela. The value of the Cologne Fair 'For the Child' as an international market place for the nursery goods and children's wear trade is illustrated by the fact that British exhibitors booked orders from countries as far apart as Venezuela in the west and Japan in the east.

Trading results overall at the fair considerably exceeded somewhat pessimistic pre-fair forecasts, which were influenced by the unsettled Deutsche Mark exchange value and the very late start of the autumn retail selling season resulting from an extended period of unusually mild autumn weather. Follow-up business for autumn/winter lines was virtually confined to Christmas gift packs.

Despite the unusually late dates of this year's fair, manufacturers generally reported that orders and inquiries had considerably exceeded their expectations.

Children's clothing

Main buying interest was concentrated on medium and better quality fashionable children's wear, with the new children's fashion shades selected by the German Fashion Institute of 'elf-green,' 'rose-red' and 'giant-blue' in good demand alongside the classic children's shades of red, marine and green. There was a notable increase in the use of white as a second colour. Price increases of between 5 and 10 per cent were quoted by German manufacturers.

A spokesman for the German knitwear trade expressed concern at the negative effect that the unexpectedly high revaluation figure will have on the industry's export efforts. German knitters have been intensively canvassing foreign markets in recent years, and revaluation will almost certainly result in short-term setbacks, particularly in EFTA countries. However, the German industry is determined to hold its recently won foreign custom and is content to work on extremely lean profit margins in anticipation of better trading conditions in about two years' time which should follow inflationary trends in its princpal export markets. The popularity which has been enjoyed by children's knitwear on the German market for a number of years continues. Good selling lines are matching skirts and pullovers, knitted trousers, Bermuda shorts and jeans.

The children's wear market generally is dominated by easy-care fabrics and fibres.

The international children's fashion parades, an integral part of the Cologne fair, showed 100 outfits for two to 13-year olds, and attracted 900 trade buyers over the three days.

Perambulators and nursery goods

The German perambulator manufacturing industry forecast price increases between 3 and 10 per cent. The main feature of new perambulator ranges is technical improvements to chassis which make then even more easily stowable in motor-cars. Eighty per cent of perambulator sales are accounted for by 'standard' models, and the remainder by 'luxury' styles. Popular retail price ranges are DM 149 to DM 169 for perambulators and DM 39 to DM 49 for light push-chairs. Favourite colours continue to be blue or red with the growing use of blue/white and red/white combinations as well as beige and light blue. Pram covers are plastic materials, often in imitation leather effects.

Price increases for nursery furniture range between 3 and 5 per cent. Plain colours and colour combinations of red/white and red/green in easy-care finishes continue to predominate. Main buying interest is in unit furniture which can be adapted to meet the needs of the growing child.

When the Cologne Fair 'For the Child' was first held in its present form in 1960, it attracted 225 exhibitors and 4.650 buyers. The corresponding figures for this year's event, namely 468 exhibitors and 10.890 buyers, illustrate the rapid development and popularity of the event.

Mr. Roy Mason to visit Frankfurt Interstoff

MR. ROY MASON, President of the Board of Trade, will make his first export promotion visit overseas since becoming President to attend the International Trade Fair for Clothing Textiles (INTERSTOFF) at Frankfurt which is being held from November 18 to 21.

The President is to make a one-day visit on November 19 and will tour the stands of the large British group taking part at this event which has been organized by the Textile Promotion Consultative Committee together with the Board of Trade under the terms of its joint venture scheme.

This biannual trade fair which is held in May and November is the most important in Europe for clothing textiles and attracts trade buyers from many countries. British joint venture groups sponsored by the Textile Promotion Consultative Committee have exhibited regularly at these fairs since 1961 and the group at the November INTERSTOFF will comprise 47 firms. They will be showing a wide range of fabrics of all weights and in various fibres for making-up into clothes for the Autumn/Winter 1970/71 collections.

When in Frankfurt Mr. Mason will address the British Trade Council in Germany at a luncheon given in his honour.

Children's clothes from Britain come in for attentive scrutiny at the Cologne Fair For the Child.

'USING EFTA.' *To inform the EFTA businessman of his opportunities in the markets of the member countries, the EFTA Secretariat in Geneva has produced a 161-page book entitled 'Using EFTA' which describes the conditions of the eight national markets and outlines briefly the procedures for claiming EFTA tariff treatment. Copies, together with other publications about EFTA (including the Secretariat's regular 'EFTA Bulletin'), can be obtained free of charge from the Board of Trade's EFTA Information Centre, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2479/2480).*

British menswear is outstanding feature of New York apparel exhibition

A report by the British Trade Development Office, New York

The colourful men's clothes on display on the British stands at the National Association of Men's Sportswear Buyers' trade show, New York, were again the main attraction at this biannual event.

MENSWEAR exhibits from Britain were again the main attraction at the National Association of Men's Sportswear Buyers' (NAMSB) biannual trade show held at the New Yorker Hotel from October 19-22. In one of the largest displays of British menswear shown in the United States, representatives of 30 clothing manufacturers from Britain sponsored by the Clothing Export Council under joint venture terms with the Board of Trade took part in the exhibition. Initial orders to the value of well over half-a-million pounds at factory cost were taken during the four-day show.

The British exhibitors occupied showrooms and an exhibition hall covering a large part of the 12th floor of the hotel and their well-decorated booths drew a record crowd of visitors and buyers from all over North America. Many of the store buyers who sought out the British exhibitors were old customers placing fresh orders for Spring 1970 merchandise; others were new accounts seeking the latest fashion styles from Britain.

Showing at the exhibition for the first time were several British companies who were newcomers to the American market bringing a striking display of contrasts for Summer 1970. The unisex look was also featured with fashions cut in suedes and leathers. The main emphasis, however, was on quality menswear in fresh modern styling, all offered at attractive prices.

Summing up the results of this latest British clothing venture into the American market, Mr. Peter Randle, a director of the Clothing Export Council who organized the group display, reported that most exhibitors were well placed and had in many cases taken orders well in excess of previous showings in New York. Plans are now being made for an even larger British contingent to take part in the NAMSB Fall 1970 market show next March. The Clothing Export Council will also organize another showing of menswear from Britain at the Warwick Hotel, New York in late January.

OPPORTUNITIES FOR EXPORTERS

Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms are published each week in the Board of Trade Journal *under the heading 'Information for Exporters'. Fuller information is also provided in the* Export Service Bulletin, *which is published by the Export Services Branch of the Board of Trade.*

Good trading results at Sydney Fair

A report from the British High Commission, Sydney

***Mr. R. A. R. Bell** (left), of Rabone Chesterman Ltd., of Birmingham, introduces some of the company's new plastic rules and precision tools to Mr. Curtis Keeble, Minister (Commercial) in the British High Commission, Australia, during the Sydney International Trade Fair.*

EVIDENCE that trade fairs have come to be accepted by Australians as an important element of trade promotion was provided by the Sydney International Trade Fair held from October 16-25.

Despite disappointing support from wholly Australian manufacturers, the attendance figures of 23,128 for the two days on which the fair was open to the general public and 22,346 for the seven days restricted to trade visitors were an improvement on the 1967 fair. And there was an encouraging response by visitors from as far afield as New Zealand and Western Australia, and even a sprinkling from Japan and the Philippines.

The fair was held at its customary venue, the Royal Agricultural Society's Showground, and was officially opened by the Premier of New South Wales, the Hon. R. W. Askin, who in spite of the heavy calls of a general election campaign remained for over seven hours visiting the various international pavilions. Mr. Askin showed great interest in the British section, particularly in the atomic energy exhibit. There was a total of 237 foreign exhibitors ranging over the whole gamut of manufactures, and large and impressive national displays, chief among which were the Russian, Indian, Austrian, Belgian, Mexican, Rumanian, Yugoslav and Hungarian. The organizers, Industrial and Trade Fairs, claim the fair resulted in total business written of $3 million with much more to follow.

The British contingent was led once again by the London Chamber of Commerce in association with the Board of Trade. The Chamber's fairs organizer, Mr. Sam Black, who must be the world's top traveller in pursuit and promotion of international fairs, personally supervised his team. The British stands were constructed locally to COI design and were acknowledged to be among the most attractive and businesslike in the fair. The British exhibitors were visited on the second day of the fair by Mr. H. B. C. Keeble, the Commercial Minister, who spent a full morning talking to them and discussing their plans.

The appearance of three exhibitors was most timely – the United Kingdom Atomic Energy Authority offered an impressive visual demonstration of British predominance in nuclear experience precisely at the moment when Australia was contemplating her first steps into her nuclear power era; British Aircraft Corporation's stand prominently figured a model of the Concorde immediately after 002 had flown supersonically and BOAC showed a model of the VC10 on the eve of the inauguration (October 28) of the aircraft's Australia-United Kingdom service via Los Angeles. With less dash, but considerable effect, other exhibitors made their contributions. Adcock & Shipley, on the heels of their triumph at Stockholm, sold most of their tools on display and left with firm prospects of orders still to come. Stafford Tool and Die described the fair as 'the best exhibition they had ever visited' and took substantial orders for their shoe manufacturing machinery. Columbus Dixon, exhibiting in Australia for the first time their industrial floor-cleaning equipment, took a large initial order at their stand and were pleased with immediate prospects of further business. Futurmill, exhibiting a new heavy-duty milling head, wrote business in excess of $50,000 and were pleased with the total interest shown. Groupexport Ltd. showed the products of 11 manufacturers including ceramic giftware, light fittings and reproduction antique pistols and armour among others. They calculated that they had done business which would result in $60,000 worth of exports over the three months following the fair.

The great majority of the British exhibitors were pleased with the fair and business done and in view. Mr. Black's estimate of total orders taken and in immediate prospect was $500,000. Overall this year's fair was an improvement on its predecessor in 1967 and it seems set to establish itself as Australia's major trade fair.

The date of the next fair has been set for August 12-21, 1971.

Broadway Stores' British promotion

A report from HM Consulate-General, Los Angeles

WHAT WAS CERTAINLY the biggest single promotion of British consumer goods ever staged by one American retail chain for the West Coast and possibly for the United States as a whole was held simultaneously in the 27 stores stretching through Southern California, Arizona and Nevada of the Broadway Stores Division of Broadway Hale Inc., from October 6 to October 19. The administrative difficulties bound to threaten a promotion of this magnitude were swept aside by the enthusiastic and efficient people at Broadway Headquarters. The president of Broadway-Hale Stores Inc., although recovering from a recent illness, took the keenest personal interest in the event, while Mr. Philip M. Hawley, president of the Broadway Store Division, directed the operation. His merchandising managers, together with the Special Events Team, provided the inspiration for 'The British Are Coming.' Philip Hawley throughout stressed the teamwork aspect of the promotion, involving as it did the regional managers of all the Broadway Stores.

Since the idea of the promotion was first mooted towards the end of 1968, Broadway personnel have made more than 60 journeys across the Atlantic. The London manager of Gimbel Brothers, Broadway's London Purchasing House, has been kept extremely busy and the Broadway visitors to London all spoke in glowing terms of the welcome given to them by so many – especially Lord Mancroft, chairman of BNEC's Committee for Exports to the United States, and Lord Brown at the Board of Trade. Broadway buyers were gratified to find that the old story about British manufacturers being willing to sell only off the shelf is completely unfounded. Clothing designers (both menswear and women's wear) and the chinaware people produced goods specifically for Southern California and Mr. Hawley paid tribute to the mental and physical adaptability of the manufacturers and for the way in which they met delivery dates, even of new designs. Additional purchasing in the United Kingdom was in the region of 1½ million dollars at first cost, and an advertising campaign, of a magnitude normally seen only at Christmas, was mounted.

There was a Press review of the Fortnight on September 29, which provided a brief but exciting glimpse of some of the specially designed clothing, and obtained good coverage in the local papers. On October 3, the Duke and Duchess of St. Albans were the guests of honour at a full-scale fashion show staged at the Ahmanson Theatre in Los Angeles, which departed from tradition and presented a series of colourful sketches with music and choreography – showing off the outfits to their best advantage. The show was sponsored by the Philharmonic Affiliates, and was also seen in San Diego and Pheonix, Arizona.

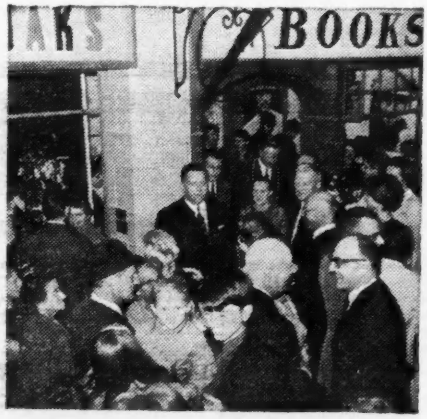
On October 4, HM Consul-General, Mr. Andrew Franklin and Mr. Hawley were cohosts at a reception for over 600 people at the Consul-General's residence, with the British Ambassador, Mr. John Freeman, as the guest of honour. (The fact that this was the Ambassador's fourth visit to California and the West Coast since he took office in March of this year clearly underlines the importance attached to the expanding economic and political power of the Pacific half of this vast continent). Apart from many Broadway representatives guests included the Mayor of Los Angeles and a good cross-section of the Southern Californian business community.

On October 6, the British Ambassador performed the official opening ceremony at the Century City (Los Angeles) store, a function attended by Mayor Sam Yorty, who issued a proclamation from the City declaring the period of the Broadway promotion 'British Fortnight
British personalities who opened promotions in other Broadway stores included Mr. Leslie Huckfield, M.P., Mrs. Ann Haydon Jones and the Duke and Duchess of St. Albans, whilst Alfie Howard, the well-known town crier, and John Milsom with his ships in bottles were among British visitors who made personal appearances at some of the stores.

Large quantities of display material supported Broadway's buying, and replicas of the Crown Jewels, a model of Buckingham Palace and even one of the stones from London Bridge loaned by Lake Havasu City to the Phoenix store provided major interest features for the crowds attending the openings. The best weather of the year in Los Angeles greeted the opening day, and the Century City store in its magnificent setting, showing British consumer goods in depth in every single department, made a striking centre-piece to the whole event.

During the second week of the promotion, Lord Mancroft visited Los Angeles and San Diego, and was guest of honour at a preview showing of the film 'The Battle of Britain' and a supper which followed both hosted by Broadway Stores. Very appropriately, the Air Attache, Air Vice-Marshal Denis Cowley-Milling, represented the Ambassador on this occasion.

British goods have been displayed in sections of Southern California and its neighbouring States where our imports seldom penetrate, and their acceptance is expected to lead to a significantly higher level of Broadway purchasing in Britain in the future. It is for the manufacturers now to follow up their initial success and for other British business firms to capitalize on the outstanding impression made.



Excellent results exceeding expectations were reported by M. Brechon, manager of Magasins Reunis in Nancy, France, following its successful promotion of British goods from October 8 to 22. As a result the store would continue to stock many of the lines which had proved of so much interest, he said. The promotion, organized on the initiative of M. Brechon, in collaboration with the British Consulate-General in Strasbourg and the Board of Trade, was opened by the Lord Mayor of Newcastle-upon-Tyne, with which Nancy is twinned. The spacious second floor of the store was taken over almost entirely by the British display, one section being in the form of a street of boutiques with a wide range of British goods which included furniture, foodstuffs, clothing, knitwear, beverages, books, gramophone records, toys and games. Picture shows crowds in Magasins Reunis for the event.

British leathers at New York fabric show

A report by the British Trade Development Office, New York

UNDER the auspices of the Leather Institute, several British tanners took part in the National Outerwear and Sportswear Association (NOSA) Suppliers Exhibit at the McAlpine Hotel, New York, from October 26-29 where they displayed a wide range of quality suedes and leathers for the apparel trade. The group participation in this event was arranged under joint venture terms with the Board of Trade in conjunction with the Leather Institute and the Trade Development Office, New York.

Though only the second occasion on which British leathers had been featured in the show, an impressive flow of American and Canadian buyers visited the British stands to make inquiries and place orders. Mr. Guy Reaks, director of the Leather Institute, who attended the exhibition, reported that many sample and some bulk orders had been taken. The main interest was in leathers for menswear and in such specialities as washable suedes and lambskins, the lighter leathers, buffed and printed, as well as antiqued and plain wet look, and soft silky finished nappas. American buyers mostly showed interest in speciality leathers not produced in the United States. Canadian buyers at the show, many of whom had come over particularly to visit the British stands, found interest in plain nappas, suedes, pigskins and cheaper splits as well as in speciality leathers.

One of the outstanding exhibits in the British section was a three-dimensional collage in leathers which formed an arresting backdrop to the Leather Institute's stand. The mural depicted the patron saints of the United Kingdom – St. George, St. Andrew, St. Patrick, and St. David. The Institute also displayed a range of publications describing the latest developments in the industry and its contribution to the fashion scene.

The British exhibitors were generally well pleased with the results of their four-day showing in New York and found the experience invaluable, not only with the new contacts made but also in the knowledge gained of the market. Several firms planned to go on to Canada after the show to visit Canadian customers.

Further joint venture participation in American trade fairs by British tanners being arranged by the Leather Institute includes a showing at the Leather and Allied Industries Exposition in November at the New York Hilton Hotel when the Tanners Council of America hold their biannual exhibition. A full programme of trade missions and joint venttures for the leather industry is also being planned for 1970.

Cycle and motor cycle export drive continues

WITHIN the next twelve months, the Cycle and Motor Cycle Association has arranged joint venture stands in conjunction with the Board of Trade at the following overseas exhibitions:

Milan: November 22 to 30, 1969.
Anaheim: January 25 to 27, 1970.
Amsterdam: February 21 to March 1, 1970.
  Executive in charge: Mr. N. F. C. Aubury.
Cologne: September 26 to 29, 1970.
  Executive in charge: Mrs. L. Simmonds.

Additional participants may still be accepted for inclusion in the British stands at Amsterdam and Cologne if immediate application is made to the executives named above at Starley House, Eaton Road, Coventry.

Building Exhibition gives more than exhibitions

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Nov 12-25 1969 Olympia London

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We think an international exhibition should offer you an opportunity to see the latest materials and techniques and also stimulate new ideas and new thinking. The Building Exhibition and its conferences provide just this.

Thursday 13
Incentives and Industrial Relations: their Contribution to Productivity
The University of Manchester
Institute of Science and Technology

Friday 14
Property Development Overseas
The Royal Institution of Chartered Surveyors

Monday 17
Building Exports and International Standards
British Standards Institution

Tuesday 18
and Wednesday 19
Quality Control
Ministry of Public Building and Works

Thursday 20
The Design of Building Components
The Royal Institute of British Architects
Society of Industrial Artists and Designers
The Association of Industrialized Building
Components Manufacturers

Friday 21
Conversion and Renewal: A £200m Housing Market?
Industrial Marketing Research Association
(Construction Group)

The cost of conference tickets is £8 per day including lunch. For brochure and reservation details contact The Conference Secretary, The International Building Exhibition, 11 Manchester Square, London W1M 5AB. 01-486 1951

Building Exhibition re-invents Exhibitions

ELECTRONIC CONTROLS COMPANY

Part of the British joint venture stand at the Detroit Packaging Machinery Show. The group facing the camera on the right are, left to right: Mr. Bevan Goodman, Institute of Packaging; Mr. E. I. R. MacGregor, British Consul-General, Detroit; and Mr. Barry Aldous Electronic Controls Co. (Report opposite.)

N.T. FROST LTD
N.T. FROST LTD

Delegates to this year's INTER/NEPCON conference and exhibition, held at Brighton recently, queue to talk to Mr. Patrick Southall, managing director of N. T. Frost Ltd., gold and silver platers of Birmingham. This was the first year that N. T. Frost had taken stand space in any international exhibition, and keen interest was shown by visiting manufacturers and technicians particularly in their selective plating of lead-frames. Continental visitors especially showed interest in this technique.

HINTS TO BUSINESSMEN

The 'Hints to Business Men' series of booklets, covering over 100 individual countries, provides useful information on such subjects as travel hotels, climate, currency, public holidays, population, industries, economic factors, and summarizes the nature and extent of imports and export. Copies may be obtained free of charge by British businessmen who intend visiting any country on export business, on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7146).

17,000 attend annual ISA show in Houston

A report from the British Consulate-General, Texas

Nine British companies exhibited in the 24th Annual Conference and Exhibit of the Instrument Society of America, held at the Astrohall, Houston, from October 27 to 30, with significant success. Participation was sponsored jointly by the London Chamber of Commerce and the Board of Trade.

The Conference and Exhibit is the only technical meeting in the United States devoted exclusively to instrumentation and automatic controls. The Society, which has amongst its 20,000 members some of the largest American companies, sponsors the event as a means of advancing the concepts and techniques of instrumentation.

The 400 exhibitors at this year's Conference displayed over $10 million worth of industrial and scientific instruments and occupied 82,000 sq. ft. of space in the nation's largest single-floor exhibit hall. Many of the exhibits were large and elaborate presentations mounted by internationally known American concerns. The Conference focused on five major fields: marine, biomedical, computation, control and aerospace. Included among the 86 sessions were 40 workshops and seven panels, many of which delved deep into remote aspects of each field. The 38 technical papers read included two by a representative from the United Kingdom and one each from Canada, Japan, Sweden and the Federal Republic of Germany. Other than the nine British exhibitors there were only four other foreign participants: one Canadian and three Japanese.

All the British companies were satisfied that they had obtained useful exposure to the United States market, of which they had gained additional knowledge and experience. Those enjoying the most success exhibited products related to the dominant local oil and petrochemical industries to which many of the major United States exhibitors had obviously slanted their displays. Austen Pumps received over 150 inquiries and gathered very useful market information. A number of companies expressed interest in becoming Austen's representatives in the South-western States. Partech enjoyed very good reaction to their anti-pollution equipment and underwater communications systems. Again, American firms expressed interest in representation. Ether Ltd. was approached on the opening day by a large New York corporation wishing to take on representation for the entire United States. Royal Worcester received numerous inquiries and very valuable information pointing to new markets.

The show was attended by 17,000 representatives of companies interested in instrumentation who had come from all parts of the United States.

Greenville show points way to bigger opportunities for British textile machinery

A report from the British Consulate-General, Atlanta

For the first time, Greenville, South Carolina, which has for a number of years claimed the title of 'Textile Center of the World', was host to the American Textile Machinery Exhibition – Internation, held from October 15-24. And according to a number of reports, this has been the best exhibition of its type in the United States so far.

The opening ceremony was performed by the Governor of South Carolina, the Honourable Robert McNair. Other speakers included the president of the American Textile Machinery Association, Mr. P. Kay Schwartz, the president of Cematex, Mr. Scharer, and the Mayor of Greenville. All emphasized the importance of world trade.

With the emphasis on quality and labour saving, some 260 firms showed a wide variety of equipment, much of it appearing for the first time, covering the whole range of textile production from yarn preparation to finishing. Although it was natural that American firms would be in the majority, the international nature of the event was evident from the participation of firms from 14 other countries, with the Federal Republic of Germany and Italy taking the lead.

Britain, however, was not far behind, with the products of 26 companies on display, mostly under the sponsorship of the Board of Trade and the British Textile Machinery Organization (TREX).

Representation from the United Kingdom included some giants of the industry as well as smaller firms producing individual, highly specialized machines. The British display, therefore, covered nearly every aspect of textile production including complete spinning ranges, automated looms, all types of finishing equipment, and knitting and carpet machinery as well as auxiliary equipment such as yarn testing equipment and thread guides. Many of the machines seen at Greenville were on display for the first time.

Comments from all the British representatives indicated that their presence had been well worth while. The show was attended by some 26,000 visitors and a number of exhibitors commented favourably on the calibre of these contacts which had made for a fruitful interchange of views. The first three days, for example, were by invitation only to senior mill executives. It is significant, too, that the contacts made were not only from the United Sates but from countries all around the world, particularly from Latin America, but also the Far East and Scandinavia. Though it is not customary for a large number of orders to be taken at this type of event, a number of sales were made – Stibbe-Monk Ltd., for example, reported firm orders to the value of about £500,000.

Apart from the British firms exhibiting, however, American Textile Machinery Exhibition – International was also the occasion of the visit of a second Textile Machinery and Control Equipment Mission, sponsored by BNEC and TMAMA Mr. Hugh Wyn Griffith of Shirley Developments Ltd., again leader of the mission, presented a scroll from the Lord Mayor of Manchester, Alderman Neil Westbrook, to the Mayor of Greenville, the Honourable Cooper White, Jr. Mr. Ernest Howcroft, director of the TMAMA, was secretary to the mission. Firms participating in the mission who were not already represented in the United States were able to have useful conversations about the prospects of selling their product in this vast market.

With the United Kingdom share of United States imports of textile machinery currently running at about 11 per cent there is obviously room for expansion. All the indications at Greenville were that opportunities exist for greater sales, and a number of British companies have already forecast that they will return in the future.

Opportunities for showing to the United States market will again occur in 1970 when the 26th Southern Textile Exposition takes place next October at Greenville. The 27th Southern Textile Exposition takes place in 1972 and American Textile Machinery Exhibition – International will be repeated in 1973. British firms are advised to take action soon if they are considering participation in these events, particularly if they require space for 1970.

UK packaging machinery manufacturers in Detroit

A report from the British Consulate-General, Detroit

'Our stand was visited by every one of the major companies we had hoped to see.' 'Undoubtedly by far the best method of covering the packaging machinery market in the United States.'

These comments were typical of the reactions of weary British participants on the final day of the Packaging/Converting Machinery Show which ran in Detroit's Cobo Hall from October 27 to 30.

Eight British companies took part in a joint venture exhibit mounted by the Board of Trade and the Institute of Packaging, and they spent four exhausting days demonstrating their machinery for counting, filling, labelling, wrapping, slitting, etc., to 17,000 visiting members of United States industries engaged in the packaging of a wide variety of products.

The eight stands making up the British display occupied a total of 4,264 square feet and included an information stand which was manned continuously throughout the show by the Institute of Packaging.

The total space occupied by exhibits, excluding aisle space, was 185,000 square feet, in which 271 domestic and foreign exhibitors displayed a total of 1,200 packaging and converting machines. According to the president of the Packaging Machinery Manufacturers' Institute, sponsors of the show, this was 'the largest exhibition of (such) machinery assembled under one roof in the Western Hemisphere'.

The eight British participants reported gratifying results (one machine was sold within minutes of its being started up for demonstration) and representatives on the British stands recorded firm orders during the show totalling £91,000. Their estimates of sales expected to develop within the next two years as a result of their appearance at the show totalled £544,000. They reported receiving 932 serious inquiries.

British machines on display in Cobo Hall were not confined, however, to those of the manufacturers participating in the joint venture. Fifteen machines built by British firms were displayed by their United States distributors, and in many instances technical representatives of the British manufacturers were on the stands to discuss with interested inquirers the features and advantages of their equipment.

Of the eight British firms taking part in the joint venture, five were no strangers to the American scene for they had exhibited their machinery in a similar venture at the 38th National Packaging Exposition in Chicago earlier this year. All were agreed on the value of taking part in exercises of this kind which afford an opportunity to discuss in detail with American machinery users what the latter require of their equipment. At the same time the British exhibitors are able to study at first hand the machines offered by domestic and foreign companies to fulfil those requirements.

The conclusions reached by the British contingent were summarized by the Institute of Packaging information officer, Mr. Bevan Goodman, who was responsible for the organization and administration of the British venture in Detroit, when he stated at the conclusion of the show: 'Once again a British combined exhibit has achieved tremendously encouraging results, confirming our earlier belief that British packaging machinery can more than hold its own in the intensely competitive markets of the United States and Canada'.

Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

Iceland and Poland

A NEW FIVE-YEAR bilateral trade and payments agreement between Iceland and Poland was signed in Reykjavik on September 12, 1969 and provides for the exchange of goods in the period 1970/74.

Icelandic exports to Poland may include frozen and salted herring, fish meal and herring meal, salted sheep skins, medicinal cod liver oil and industrial oils, frozen fish fillets, canned fish products, cow hides, wool, sheep casings, whale meat extract, filter aid (Kieselgur), refrigerating equipment, and fishing nets, lines and ropes of artificial fibres.

Included in the list of goods which may be exported from Poland to Iceland are fishing vessels of all types, ship-yards, other capital goods, coal and coke, potatoes, sugar, wood and wooden products, window glass, cement, electrical equipment and appliances, canned vegetables, textile products.

All inquiries relating to this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 466, 467, 482).

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A contract worth approximately £5 million has been awarded to British Insulated Callender's Cables Ltd., by Impexmetal, of Poland, for the supply of copper rod over two years. The contract was signed in London and, added to two earlier contracts signed in Warsaw, brings the total of business secured by BICC from the Polish organization since 1965 to £16 million. BICC also has supplied cables to Poland for many years. Signing the contract on behalf of Impexmetal is Mr. T. Kostarski (commercial director) watched by, left to right (seated), Mrs. K. Kynz, Mr. A. E. Wernly (executive director, BICC) and Mr. R. Rybeczko (head of Non-Ferrous Metals Department, Impexmetal). Standing, Mr. M. A. E. Beckler (general manager, Export Division, BICC) and Mr. R. C. Dabski-Nerlich (regional export manager, BICC).

VISITS OVERSEAS OF UNITED KINGDOM BUSINESSMEN

British businessmen intending to travel overseas are urged in their own interests to make the earliest possible contact, before going abroad, with the Board of Trade (at either the nearest Regional Office or the Export Services Branch). The Board of Trade, in co-operation with Commercial Officers at Embassies, High Commissions and Consulates overseas, are in a position to provide advice when it is required and to arrange for suitable introductions and contacts related to the purpose of their business.

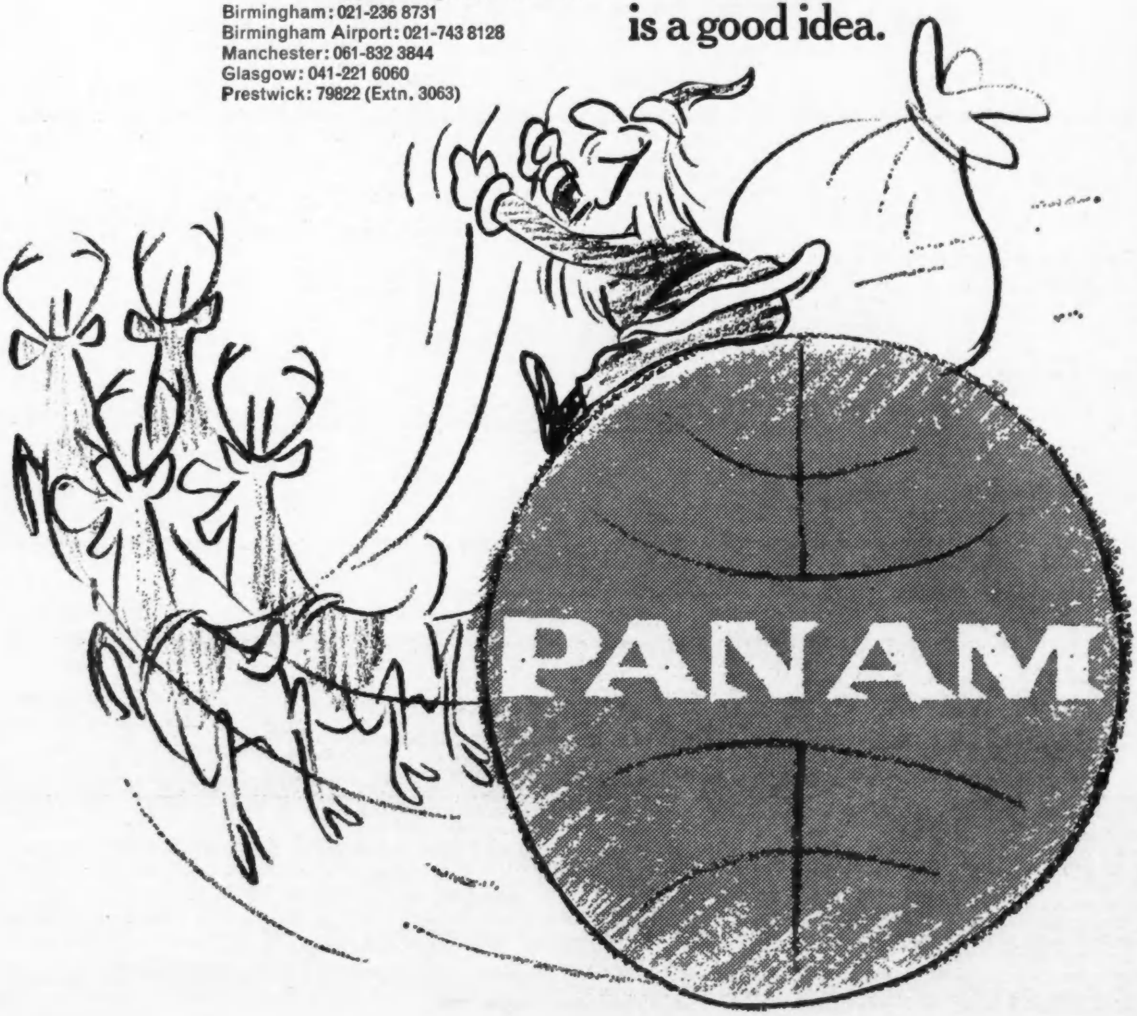
The information which the Board of Trade requires, apart from a businessman's name and that of the firm he represents, consists of details of his itinerary, giving the places to be visited and the dates as nearly as can be estimated, the names and addresses of the local agents, if any, at the places to be visited, the general purpose of the visit, the type of contacts and introduction which the businessman would like to have arranged for him in advance, and any other relevant information which the businessman might consider would enable him to obtain maximum results. Where appropriate, these details should be accompanied by copies of trade literature relating to the product which the businessman is proposing to sell.

There's still time to get your Christmas exports in the air.

Before you can say "red-nosed reindeer," the rush will be on. Wouldn't it be a shame if your goods got caught in the crowd? That's why we're suggesting you look ahead a little. Right now is the best time to start those shipments going. Pan Am is making a list. Call your Pan Am Cargo Agent or Freight Forwarder. Let us know your needs and we promise to do our part to make your Christmas merry.

Pan Am Clipper Cargo: 01-759 0094.
Birmingham: 021-236 8731
Birmingham Airport: 021-743 8128
Manchester: 061-832 3844
Glasgow: 041-221 6060
Prestwick: 79822 (Extn. 3063)

Pan Am
is a good idea.



Opportunities for exporters—calls for tender

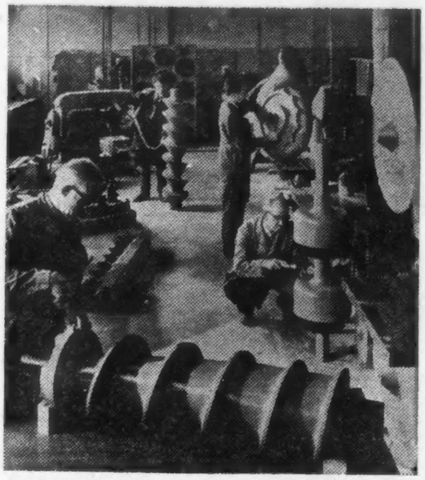
Brief details are given below of some Calls for Tender reported in recent issues of the **Export Service Bulletin.**† *Copies of the Bulletins, which contained the original notices, and photo-copies of drawings, specifications (where available) may be purchased by British firms.*

Orders for Bulletins (2s. each) and specifications, etc. (the price of these varies – see individual notices) must be accompanied by a remittance for the correct amount in the form of a cheque or postal order (not postage stamps) made payable to the Principal Accountant, Board of Trade and should state the country, commodity and reference number. However, firms which have opened Deposit Accounts with Export Services Branch, Board of Trade, may order Bulletins or photocopies by telephone, telex or letter unaccompanied by a remittance.

Note: *An asterisk in the text indicates that documents may be borrowed.*

The date given in the announcement is the last date for the receipt of bids.

All inquiries should be addressed to the Editor, **Export Service Bulletin,** *Board of Trade, Room H19, Hillgate House, 35 Old Bailey, London, E.C.4 (Telephone: 01-248 5757, Extns. 404, 7003 and 406 (Deposit Accounts), Telex: 886143, Answer Back BOTHILLGATE LDN. Telegram: EXSERBRA).*



Patterns used in the production of moulds for castings of a type now in demand by a wide range of customers sending their machinery and equipment overseas being manufactured at the Glasgow factory of Dewrance Metals, a member of the Skelmersdale-based Dewrance group. The wooden pattern in the foreground and those to the left are for Monel castings of extrusion machinery feed screws going to Canada. The trumpet-shaped pattern is designed for production of stainless steel pump casing for the Middle East. The dumb-bell pattern will be for the mould of part of a control valve cast in stainless steel, again for use overseas. Also in the picture (against the far wall) is a pattern for tube support plates cast in high chrome-nickel heat resisting alloy for a heat exchanger oil refinery.

ALGERIA
Bulletin 214/69
ALGERIAN STATE RAILWAYS:
Railway Coaches. December 1. E.S.B. 45587/69/J.

ANGOLA
Bulletin 213/69
INSTITUTO DAS INDUSTRIAS DE PESCA DE ANGOLA:
*1s. (In Portuguese.) **Air-Conditioning Equipment.** November 24. E.S.B. 45527/69/J.

ARGENTINA
Bulletin 214/69
DIRECCION NACIONAL DE UCALIDAD:
Construction and Paving of Roads. November 28. E.S.B. 45563/69/J and 45565/69/J.
AGUA Y ENERGIA ELECTRICA:
Gas Turbine Generator. December 4. E.S.B. 45562/69/J.
ARGENTINE SECRETARIAT OF STATE FOR POWER AND MINING:
Gas Turbine Generator Set. December 4. E.S.B. 45032/69/J.
Bulletin 216/69
HIDRONOR S.A. COMPLEJO EL CHOCON-CERROS COLORADOS:
Civil Engineering Works. January 16, 1970. E.S.B. 45868/69/J.

AUSTRALIA
Bulletin 212/69
STATE ELECTRICITY COMMISSION OF VICTORIA:
Winches. November 24. E.S.B. 44884/69/J.
*25s. **Surge Diverters.** December 1. E.S.B. 44886/69/J.
Elevating Platform. December 8. E.S.B. 44885/69/J.
HYDRO-ELECTRIC COMMISSION OF TASMANIA:
Re-screening Plant, Transfer Conveyor, Aggregate Cooling and Drying Equipment. November 24. E.S.B. 44887/69/J.
MARINE BOARD OF HOBART:
Construction of Building. (Further Information.) E.S.B. 43873/69/J.
CSIRO:
*4s. **Liquid Chromatograph.** December 1. E.S.B. 44883/69/J.
Bulletin 213/69
AUSTRALIAN NATIONAL UNIVERSITY:
Construction of Building. November 25. E.S.B. 44844/69/J.
ELECTRIC SUPPLY COMMITTEE, CITY OF MELBOURNE:
***Switchgear.** (Further Information.) E.S.B. 43874/69/J.
Bulletin 214/69
SAINT GEORGE COUNTY COUNCIL:
*79s. **Electronic Computing Equipment.** December 11. E.S.B. 45048/69/J.
Bulletin 215/69
MARITIME SERVICES BOAoD OF NEW SOUTH WALES:
Mooring Chain and Components. December 22. E.S.B. 45806/69/J.
STATE STORES BOARD (QUEENSLAND):
*18s. **Laboratory Equipment.** November 28. E.S.B. 45600/69/J.

BRAZIL
Bulletin 216/69
COMPANHIA AUXILIAR DE EMPRESAS ELECTRICAS:
Electrical Equipment. December 22. E.S.B. 45863/69/J.

BURMA
Bulletin 212/69
UNION OF BURMA RAILWAY BOARD:
***Railway Tyres.** January 16, 1970. E.S.B. 44869/69/J.
***Wheels.** December 29. E.S.B. 44098/69/J.
***Railway Wheels.** January 12, 1970. E.S.B. 44099/69/J.
Coupled Tyres. January 16, 1970. E.S.B. 44865/69/J.
Bulletin 213/69
***Steel Bars.** January 16, 1970. E.S.B. 45090/69/J.
STATE TIMBER BOARD:
*3s. **Welding Set.** December 16. E.S.B. 45503/69/J.
*3s. **Vehicles.** December 16. E.S.B. 45504/69/J.
*3s. **Fire Engines.** December 16. E.S.B. 45505/69/J.
*9s. **Tractors.** December 16. E.S.B. 45502/69/J.
PEOPLE'S ELECTRO-MECHANICAL SERVICES:
*3s. **Insulators.** December 9. E.S.B. 45525/69/J.
PEOPLE'S OIL INDUSTRY:
*3s. **Motor and Starter Spares.** November 30. E.S.B. 45512/69/J.
*4s. and 6s. respectively. **Vehicles.** December 31. E.S.B. 45521/69/J and 45522/69/J.
*3s. **Truck, Field.** December 31. E.S.B. 45519/69/J.
*3s. **Grinding Machine.** December 31. E.S.B. 45523/69/J.
*3s. **Dump Truck.** December 31. E.S.B. 45520/69/J.
MYANMA EXPORT IMPORT CORPORATION:
*2s. **Pig Iron.** December 31. E.S.B. 45096/69/J.
*2s. **Hour Meters.** December 31. E.S.B. 45506/69/J.
*4s. **Machinery Spare Parts, Hand Tools, Metals, Pipes and Fittings.** November 30. E.S.B. 45098/69/J.
PEOPLE'S OIL INDUSTRY:
*3s. **Paint Brushes, Wire Brushes.** January 15, 1970. E.S.B. 34095/69/J.
*5s. **Cocks.** November 30. E.S.B. 45515/69/J.
*3s. **Hose.** November 30. E.S.B. 45517/69/J.
*8s. **Valves.** November 30. E.S.B. 45514/69/J.
*4s. **Drill Tubing Equipment.** December 3. E.S.B. 45507/69/J.
*3s. **Tubing Heads.** December 2. E.S.B. 45508/69/J.
*3s. **Boiler Tubes.** November 30. E.S.B. 45511/69/J.
*3s. **Copper Sheets.** November 30. E.S.B. 45518/69/J.
MINERAL DEVELOPMENT CORPORATION:
*5s. **Surveying Equipment and Accessories.** December 31. E.S.B. 45092/69/J.
MYANMA EXPORT IMPORT CORPORATION:
*2s. **Calcium Chloride.** November 25. E.S.B. 45501/69/J.
Bulletin 214/69
*7s. **Rubber Hose and Fittings Cable; Split Pins; Plumber Blocks.** December 15. E.S.B. 45091/69/J.
*3s. **Gem Testing Equipment.** December 15. E.S.B. 45093/69/J.
*3s. **Split Pins.** December 15. E.S.B. 45094/69/J.
*3s. **Wire.** November 29. E.S.B. 45097/69/J.
*2s. **Hose and Couplings.** January 15, 1970. E.S.B. 45099/69/J.
PEOPLE'S OIL INDUSTRY:
*3s. **Tubing Tongs.** December 1. E.S.B. 45509/69/J.
*3s. **Aprons; Knee Boots.** November 30. E.S.B. 45510/69/J.
*3s. **Fire Hose.** November 30. E.S.B. 45513/69/J.
*3s. **Steel Bars.** November 30. E.S.B. 45516/69/J.
*7s. **Aviation Fuelling Spare Parts.** December 31. E.S.B. 45524/69/J.
STATE TIMBER BOARD:
*8s. **Log Loading Equipment.** December 16. E.S.B. 45100/69/J.
UNION OF BURMA RAILWAY BOARD:
***Tube Elements.** January 12, 1970. E.S.B. 45561/69/J.
Bulletin 215/69
PAPER FACTORY AND CHEMICAL INDUSTRIES BOARD:
*19s. **Electrical Supplies and Tools.** November 29. E.S.B. 45803/69/J.
*10s. **Press Felt.** November 29. E.S.B. 45804/69/J.
*6s. **Wire Cloth.** November 29. E.S.B. 45805/69/J.

CANADA
Bulletin 214/69
MANITOBA HYDRO:
*37s. **Capacitors.** December 10. E.S.B. 45589/69/J.

CEYLON
Bulletin 212/69
CO-OPERATIVE WHOLESALE ESTABLISHMENT:
***Cement.** November 30. E.S.B. 44866/69/J.
CEYLON TYRE CORPORATION:
*27s. **Carbon Black, Rayon Cords.** December 6. E.S.B. 44864/69/J.
Bulletin 213/69
WATER SUPPLY, DRAINAGE AND LOCAL GOVERNMENT WORKS:
***Water Supply Scheme.** (Further Information.) E.S.B. 43203/69/J.
Bulletin 215/69
STATE ENGINEERING CORPORATION:
*6s. **Pipes and Sockets.** November 29. E.S.B. 45036/69/J.
STATE HARDWARE CORPORATION:
Zinc Ingots. December 12. E.S.B. 45038/69/J.
***Steel Bars and Sheets.** January 9, 1970. E.S.B. 45039/69/J.

COLOMBIA
Bulletin 212/69
EMPRESAS PUBLICAS DE MEDELLIN:
Electric Meters Test Panels. December 15. E.S.B. 45001/69/J.
Bulletin 214/69
INTERCONEXION ELECTRICA SA:
Sub-Station Electrical Measuring Equipment. December 29. E.S.B. 45566/69/J.

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†*The* **Export Service Bulletin** *which is available only to individuals resident and firms registered and carrying on business in the United Kingdom, is a 'must' for exporters. A week's issues (it is published daily from Monday to Friday) may contain as many as 500 calls for tender, in addition to numerous inquiries from foreign firms for British goods, offers to represent British companies in overseas markets, reports on foreign markets for selected products, etc. Each quarter an issue entitled 'World Economic omments', summarizes the economic conditions in more than 100 countries. Special supplements devoted to particular countries are also published from time to time. A year's subscription, which covers all issues, costs only £10 10s.*

If you would like a specimen copy get in touch with the Editor, **Export Services Bulletin,** *Board of Trade, Room 1124, Hillgate House, 35 Old Bailey, London, E.C.4 (Telephone: 01-248 5757, Extn. 7058, Telex: 886143, Answer Back BOTHILLGATE LDN, Telegram: EXSERBRA), mentioning the products or countries of special interest to you.*

COSTA RICA

Bulletin 212/69
SERVICIO NACIONAL DE ACUEDUCTOS Y ALCANTARILLADO:
Iron Pipes. (Advance Information.) December. E.S.B. 45002/69/J.

CYPRUS

Bulletin 213/69
MINISTRY OF COMMUNICATIONS AND WORKS:
*13s. **Lightning Protection Systems.** November 29. E.S.B. 45088/69/J.

DENMARK

Bulletin 214/69
MINISTRY OF DEFENCE:
*50s. (In Spanish.) **Army Clothing.** January 24, 1970. E.S.B. 44843/69/J.

GREECE

Bulletin 213/69
MINISTRY OF TRADE:
*2s. **Insulating Tapes.** November 19. (Further Information.) E.S.B. 33766/69/J.
PUBLIC POWER CORPORATION:
Watt Gauges. December 3. E.S.B. 45089/69/J.

INDIA

Bulletin 212/69
RAILWAY BOARD:
***Axle Counters.** Closing date postponed to December 9. (Further Information.) E.S.B. 37842/69/J.
GOVERNMENT OF MAHARASHTRA, IRRIGATION AND POWER DEPARTMENT:
Construction of Earthen River Dam. November 26. E.S.B. 44835/69/J.
BHABHA ATOMIC RESEARCH CENTRE:
*25s. **Floor Drains and Strainers.** November 29. E.S.B. 44836/69/J.
DIRECTORATE-GENERAL OF SUPPLIES AND DISPOSALS:
*50s. **Lighthouse Equipment, Beacon Equipment.** December 16. E.S.B. 44837/69/J.
*26s. **Spinning Machines.** November 28. E.S.B. 43077/69/J.

Bulletin 213/69
DURGAPUR STEEL PLANT:
*7s. **Crane.** December 1. E.S.B. 45557/69/J.

Bulletin 214/69
BOKARO STEEL LTD.:
Weighbridges. January 15, 1970. E.S.B. 45556/69/J.
INDIA SUPPLY MISSION:
Lathes. December 15. E.S.B. 44845/69/J.
DIRECTOR-GENERAL OF SUPPLIES AND DISPOSALS:
*41s. **Tin Ingots.** November 25. E.S.B. 45028/69/J.

Bulletin 217/69
BEAS PURCHASE ORGANIZATION:
Emergency and Regulating Gates. (Further Information.) E.S.B. 32172/69/J.

IRAN

Bulletin 212/69
IRANIAN STATE RAILWAY:
*15s. **Wheels.** December 17. E.S.B. 44033/69/J.

Bulletin 213/69
*16s. **Telecommunication Equipment.** December 22. E.S.B. 45333/69/J.
*12s. **Telephones.** December 20. E.S.B. 45334/69/J.

Bulletin 214/69
*13s. **Air Compressor.** December 20. E.S.B. 45335/69/J.

Bulletin 216/69
TEHRAN REGIONAL WATER BOARD:
*2s. **Water Supply Installations.** December 13. E.S.B. 45838/69/J.

IRAQ

Bulletin 215/69
IRAQI PORTS ADMINISTRATION:
*6s. **Telephone Cables and Terminal Boxes.** (Further Information.) E.S.B. 42693/69/J.
DAIRY ADMINISTRATION:
*2s. **Plastic Crates.** (Further Information.) E.S.B. 44827/69/J.
*2s. **Crown Corks.** (Further Information.) E.S.B. 44858/69/J.
GOVERNMENT OIL REFINERIES ADMINISTRATION:
*2s. **Shovel Tractor.** (Further Information.) E.S.B. 44857/69/J.
IRAQI PORTS ADMINISTRATION:
*14s. **Hospital Supplies.** (Further Information.) E.S.B. 44071/69/J.
*3s. **Water Supply Materials.** (Further Information.) E.S.B. 44073/69/J.
*4s. **Flood Lighting Fittings.** (Further Information.) E.S.B. 44078/69/J.
*4s. **Guillitone Shearing Machine.** (Further Information.) E.S.B. 44080/69/J.
*6s. **Industrial Fasteners.** December 10. (Further Information.) E.S.B. 29237/69/J.

Bulletin 216/69
CENTRAL FOREIGN PURCHASING BOARD:
*1s. **Surgical Suction Pump.** December 7. E.S.B. 45042/69/J.
Surgical Instruments. December 7. E.S.B. 45813/69/J.
MINISTRY OF MUNICIPAL AND RURAL AFFAIRS:
Cast Iron Pipes. November 25. E.S.B. 45824/69/J.
Construction of Water Supply Scheme. March 7, 1970. E.S.B. 45826/69/J.
STATE ORGANIZATION OF INDUSTRY:
Textile Machinery, Accessories, Satin Ribbon. November 24. E.S.B. 45815/69/J.
NATIONAL ELECTRICITY ADMINISTRATION:
Meters. December 30. E.S.B. 45819/69/J.
SULARIMANIYA CIGARETTE FACTORY ADMINISTRATION:
Filter Rods. Ink. December 11. E.S.B. 45820/69/J.
STATE ELECTRICAL INDUSTRIES CO.:
Hollow Shafting Bars. November 28. E.S.B. 45821/69/J.
KUT KNITTING COMPANY:
Textile Yarns and Threads. November 30. E.S.B. 45825/69/J.
CENTRAL FOREIGN PURCHASING BOARD:
*1s. (Press notice.) **Wireless Sets.** December 7. E.S.B. 45041/69/J.
IRAQI DATES ORGANIZATION:
*2s. (In Arabic and English.) **Moisture Tester for Dates.** Closing date not stated. E.S.B. 45829/69/J.
MINISTRY OF DEFENCE:
*3s. **Vehicles.** December 14. E.S.B. 45827/69/J.
*4s. (In Arabic and English.) **Stationery Sundries.** December 14. E.S.B. 45830/69/J.
DAIRY ADMINISTRATION:
*2s. **Plastic Containers for Cheese.** November 26. E.S.B. 45833/69/J.
*2s. **Tins.** November 29. E.S.B. 45834/69/J.
Aluminium Foil. November 29. E.S.B. 45835/69/J.
NATIONAL ELECTRICITY ADMINISTRATION:
*11s. **Insulating Compound.** December 20. E.S.B. 45831/69/J.
MINISTRY OF MUNICIPAL AND RURAL AFFAIRS:
*59s. **Water Supply Scheme Extension.** (Further Information.) E.S.B. 41078/69/J.

IRISH REPUBLIC

Bulletin 214/69
RADIO TELEFIS EIREANN:
Television Link. December 31. E.S.B. 45029/69/J.

Bulletin 216/69
SLIGO COUNTY COUNCIL:
Booster Pumps and Meters. December 12. E.S.B. 45837/69/J.
DUBLIN HEALTH AUTHORITY:
Incinerator. November 28. E.S.B. 45832/69/J.

JORDAN

Bulletin 213/69
JORDAN PETROLEUM REFINERY CO.:
*1s. **Cable; Electrical Materials.** November 29. E.S.B. 45018/69/J.

KOREA

Bulletin 215/69
OFFICE OF SUPPLY:
*3s. **Tin; Antimony; Transistors; Thyristors.** November 26. E.S.B. 45594/69/J.
*39s. **Toll Collecting Equipment.** December 12. E.S.B. 45595/69/J.

LUXEMBOURG

Bulletin 216/69
WILTZ MUNICIPALITY:
*8s. (In French.) **Construction of a Sports Hall and a Swimming Pool.** (Further Information.) E.S.B. 35650/69/J.

MALTA

Bulletin 212/69
TREASURY:
***Water Meters.** November 27. E.S.B. 44855/69/J.
***Paper.** November 27. E.S.B. 44856/69/J.
***Teletype Setting Equipment.** December 4. E.S.B. 45004/69/J.
***Offset-Litho Machine.** December 4. E.S.B. 45005/69/J.

Bulletin 213/69
***Leather Shoes.** December 4. E.S.B. 45003/69/J.

MEXICO

Bulletin 213/69
COMMISSION FEDERAL DE ELECTRICIDAD:
***Auto Transformers.** December 16. E.S.B. 45015/69/J.
*51s. (In Spanish.) **Disconnecting Switches.** November 26. E.S.B. 45016/69/J.
*73s. (In Spanish.) **Circuit Breakers.** December 12. E.S.B. 45017/69/J.

Bulletin 215/69
Cable Fixing, Fittings and Materials. Closing date postponed to November 27. (Further Information.) E.S.B. 42256/69/J.

MOZAMBIQUE

Bulletin 212/69
PORTS, RAILWAYS AND TRANSPORT AUTHORITY:
Signalling Equipment. December 12. E.S.B. 44874/69/J.

NETHERLANDS

Bulletin 216/69
HEADQUARTERS ALLIED FORCES CENTRAL EUROPE:
***Electrical and Electronic Equipment.** November 25. E.S.B. 45839/69/J.

NEW ZEALAND

Bulletin 212/69
NEW ZEALAND ELECTRICITY DEPARTMENT:
Water Treatment Plant. February 3, 1970. E.S.B. 45006/69/J.

Bulletin 214/69
DUNEDIN CITY CORPORATION:
*44s. **Switchgear.** (Further Information.) E.S.B. 44490/69/J.

PAKISTAN

Bulletin 212/69
EAST PAKISTAN WATER AND POWER DEVELOPMENT AUTHORITY:
Pumps. Regulator and Navigation Gates and Associated Equipment. February 15, 1970. E.S.B. 44868/69/J.

Bulletin 213/69
WATER AND POWER DEVELOPMENT AUTHORITY:
Grid Stations. Closing date postponed to December 22. (Further Information.) E.S.B. 40428/69/J.

Bulletin 214/69
DIRECTORATE OF SUPPLY:
*10s. **Syringes and Needles.** November 24. E.S.B. 45558/69/J.
*9s. **Microscopes.** November 24. E.S.B. 45535/69/J.
*10s. **Hospital Equipment.** November 29. E.S.B. 45560/69/J.
*13s. **Printing Equipment.** December 10. E.S.B. 45559/69/J.

SINGAPORE, REPUBLIC OF

Bulletin 214/69
SHANGRI-LA HOTEL LTD.:
***Laundry Equipment.** November 28. E.S.B. 45548/69/J.

(Continued on next page)

THE HEMPEL ORGANISATION
is looking for direct contact with industries interested in exporting to
DENMARK
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OPPORTUNITIES FOR EXPORTERS, *continued*

SOUTH AFRICA, REPUBLIC OF

Bulletin 212/69
DURBAN CITY COUNCIL:
*82s. **Transformers**. December 19. E.S.B. 44859/69/J.

Bulletin 214/69
STATE TENDER BOARD:
*6s. **Spectrophotometer**. November 26. E.S.B. 45551/69/J.
***Tunnelling Machine and Equipment**. January 8, 1970. E.S.B. 45550/69/J.
SOUTH AFRICAN IRON AND STEEL INDUSTRIAL CORPORATION:
***Construction of Breakdown Mill, Roughing Mill, and Ancillary Equipment**. January 19, 1970. E.S.B. 45549/69/J.
STATE TENDER BOARD:
*23s. **Canal Construction Equipment**. January 8, 1970. E.S.B. 45568/69/J.

Bulletin 216/69
CAPE PROVINCIAL TENDER BOARD:
*3s. **Gummed Fabric Tape**. December 2. E.S.B. 45847/69/J.
*4s. **Set Squares and T-Squares**. December 2. E.S.B. 46022/69/J.

SPAIN

Bulletin 214/69
DIRECCION GENERAL DE CORICOS Y TELECUMMUNICACION:
Telecommunications Equipment. November 26 and 27 respectively. E.S.B. 45576/69/J and 45574/69/J.

Bulletin 215/69
Distortion Meters. November 28. E.S.B. 45933/69/J.
Generators. November 24. E.S.B. 45934/69/J.

SUDAN

Bulletin 214/69
CENTRAL ELECTRICITY AND WATER CORPORATION:
*4s. **Crane**. November 27. E.S.B. 45553/69/J.

SYRIAN ARAB REPUBLIC

Bulletin 213/69
GENERAL PETROLEUM ESTABLISHMENT:
***Telecommunications System**. December 20. E.S.B. 44860/69/J.

Bulletin 214/69
MINISTRY OF MUNICIPAL AND RURAL AFFAIRS:
Topographic Plans. December 31. E.S.B. 45540/69/J.
DEFENCE PLANTS ORGANIZATION:
Diesel Groups. December 1. E.S.B. 45543/69/J.

TAIWAN

Bulletin 212/69
CENTRAL TRUST OF CHINA:
*2s. **Diamond Drill Bits**. December 1. E.S.B. 44895/69/J
***Railway Baggage Cars**. December 15. E.S.B. 44507/69/J.
*3s. **Seamless Steel Casing**. December 22. E.S.B. 44863/69/J.
*4s. **Synchroscope and Accessories**. November 28. E.S.B. 44891/69/J.
*2s. **Heating Medium**. December 2. E.S.B. 44892/69/J.
*4s. **Fire Fighting Equipment**. December 1. E.S.B. 44896/69/J.

Bulletin 213/69
4s. **Forklift Trucks**. December 17. E.S.B. 45054/69/J.
*4s. **Printing Counters**. December 22. E.S.B. 45055/69/J.
*6s. **Gas Meters**. December 22. E.S.B. 45056/69/J.
*2s. **Al-Ti Master Alloy**. December 22. E.S.B. 45057/69/J.
*5s. **Switch Gear Cubicles**. December 23. E.S.B. 45058/69/J.
*2s. **Mercury**. December 18. E.S.B. 45059/69/J.
*60s. **Measuring Instruments**. December 15. E.S.B. 45061/69/J.
*3s. **Gate Valves; Check Valves**. December 18. E.S.B. 45065/69/J.
*4s. **Air Foam Liquid Concentrate**. November 25. E.S.B 45062/69/J.
*7s. **Drilling Machines and Equipment**. December 17. E.S.B. 45063/69/J.
*3s. **Coal Mine Bucket Loaders**. December 19. E.S.B. 45064/69/J.
*8s. **Porcelain Insulators**. December 16. E.S.B. 45066 69/J.
*6s. **Deaerator**. December 15. E.S.B. 45067/69/J.
*2s. **Diatomaceous Earth**. November 28. E.S.B. 45069/69/J.
*2s. **Telephone Line Tools and Equipment**. November 25. E.S.B. 45071/69/J.
*2s. **Pipe**. November 27. E.S.B. 45072/69/J.
*2s. **Monoethanolamine**. November 28. E.S.B. 45074/69/J.
*3s. **Heater Burners**. November 29. E.S.B. 45075/69/J.
*9s. **Pumps**. November 28. E.S.B. 45073/69/J.
***Elevator and Conveyor System**. November 24. E.S.B. 44889/69/J.
*4s. **Pump and Accessories**. November 26. E.S.B. 45068/69/J.
***Railway Passenger Car Trucks**. December 16. E.S.B. 45060/69/J.
*8s. **Shrink Fabric Sleeve**. November 25. E.S.B. 45070/69/J.
*3s. **Steel Tube**. November 25. E.S.B. 45077/69/J.
*16s. **Gauges, Valves, Recorders**. November 25. E.S.B. 45076/69/J.
*1s. **Wire Netting**. November 21. E.S.B. 45084/69/J.

THAILAND

Bulletin 212/69
PROVINCIAL ELECTRICITY AUTHORITY:
Steel Bars and Wire. November 25. E.S.B. 44831/69/J.
STATE RAILWAYS OF THAILAND:
Wooden Handles. November 24. E.S.B. 44548/69/J.
Pumps. November 24. E.S.B. 44596/69/J.
DEPARTMENT OF VOCATIONAL EDUCATION:
*41s. **Laboratory Equipment**. December 19. E.S.B. 44584/69/J.
MINISTRY OF EDUCATION:
*41s. **Laboratory Equipment**. December 19. E.S.B. 44584/69/J.
STATE RAILWAY OF THAILAND:
Pumps. November 24. E.S.B. 44596/69/J.

TUNISIA

Bulletin 213/69
REGIE NATIONALE DES TABACS ET DES ALLUMETTES:
*1s. (Press notice.) **Cigarette Paper; Wrapping Paper; Gum**. December 15. E.S.B. 44898/69/J.

Bulletin 216/69
OFFICE DES PORTS NATIONAUX TUNISIENS:
*2s. **Forklift Trucks; Cranes; Tractors**. December 31. E.S.B. 45599/69/J.

TURKEY

Bulletin 213/69
STATE HYDRAULIC WORKS:
*7s. **Chemicals**. November 25. E.S.B. 45087/69/J.
*13s. **Vehicles**. November 24. E.S.B. 45086/69/J.
PTT GENEL MUDURLUGU:
*14s. **Glass Insulators**. December 10. E.S.B. 45083/69/J.
STATE HIGHWAYS DEPARTMENT:
*10s. **Ball and Roller Bearings**. November 24. E.S.B. 45082/69/J.

Bulletin 214/69
GROUND FORCES COMMAND:
*8s. **Cleaning Tissue**. November 29. E.S.B. 45529/69/J.
*8s. **Wrapping Foil Sheets**. November 29. E.S.B. 45530/69/J.
*34s. **Chemicals; Oils and Wax; Synthetic Rubbers; Carbon Black**. November 29. E.S.B. 45528/69/J.
STATE HYDRAULIC WORKS:
Water Treatment Plants. Closing date postponed to December 1. (Further Information.) E.S.B. 36111/69/J.

Bulletin 215/69
EGO ISLETMESI GENEL MUDURLUGU:
*15s. **Insulators**. November 26. E.S.B. 45801/69/J.
SAGLIK VE SOSYAL YARDIM BAKANLIGI:
*10s. **Medical Equipment**. November 28. E.S.B. 45802 69/J.

Mr. R. B. Coulson, sales manager, English Electric Valve Co. Ltd., Chelmsford, speaking to a gathering of professional electronics engineers in Wellington, New Zealand, during a seven-week sales tour which included representing EEV as a member of the Electronic Components Board Trade Mission to Australia and New Zealand. Mr. Coulson spoke of the role played by EEV in keeping the electronics industry in the United Kingdom and many countries supplied with transmitting and special-purpose valves.

UNITED ARAB REPUBLIC (EGYPT)

Bulletin 212/69
EGYPTIAN RAILWAYS:
Magnesium Chloride. December 16. E.S.B. 44840/69/J.
Bentonits Powder. December 16. E.S.B. 44841/69/J.
Floor Compounds. December 17. E.S.B. 44842/69/J.

UNITED STATES OF AMERICA

Bulletin 212/69
UNITED STATES ARMY CORPS OF ENGINEERS:
*104s. **Cranes**. December 17. (Further Information.) E.S.B. 2081/69/J.
***Generators**. December 16. (Further Information.) E.S.B. 42404/69/J.

Bulletin 216/69
BUREAU OF RECLAMATION:
*72s. **Autotransformer; Transformer**. November 25. E.S.B. 45851/69/J.

URUGUAY

Bulletin 213/69
FACULTAD DE MEDICINA:
*8s. (In Spanish.) **Catheters**. 1st call, November 24; 2nd call, December 5. E.S.B. 45049/69/J.
*2s. (In Spanish.) **Suture and Injection Needles**. 1st call, November 24; 2nd call, December 5. E.S.B. 44894/69/J.
*2s. (In Spanish.) **Sutures**. 1st call, November 24, 2nd call, December 5. E.S.B. 44893/69/J.
UTE (STATE ELECTRICITY AND TELEPHONE BOARD):
*18s. (In Spanish.) **Indexing Equipment**. 1st call, December 24; 2nd call, December 31. E.S.B. 45544/69/J.
*17s. (In Spanish.) **Vehicles**. 1st call, December 11; 2nd call, December 18. E.S.B. 45536/69/J.
*16s. (In Spanish.) Burners. Closing dates: **December 16**, December 23. E.S.B. 45547/69/J.

ZAMBIA

Bulletin 214/69
CENTRAL SUPPLY AND TENDER BOARD:
*4s. **Insulin**. December 5. E.S.B. 45572/69/J.

All Change for AUSTRALIA

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*bathygraphical; relating to *charts of sea depths*

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Dr. Johnson did not, of course, know the National Reference Library of Science and Invention (Holborn Division), which was set up in 1855 *under the name of the Patent Office Library, but he was clearly in sympathy with its function.* 138,000 *people in* 1966 *came to find scientific and technical information available on the Library's shelves. Ten miles of literature, including* 9,000 *current periodicals, are freely open to the public without formality. Photocopies at 9d. a page can be provided quickly by post and immediately to personal callers. Do your staff make enough use of these facilities? The Library is at Southampton Buildings. Chancery Lane, London, W.C.2. Hours are* 10 *a.m. to* 9 *p.m. weekdays,* 10 *a.m. to* 1 *p.m. Saturdays.*

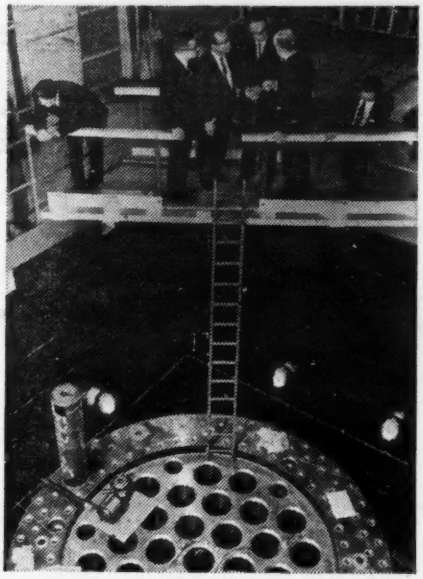
Opportunities for exporters—Agency inquiries, market reports, etc.

Brief details are given below of some inquiries for British goods, offers to represent British principals, market reports, etc., published in recent issues of the **Export Service Bulletin.** *Copies of the Bulletins, which contained the original notices, and photocopies of any document relating to them may be purchased by British firms.*

Orders for Bulletins (2s. each) and documents (the price of these varies—see individual notices) must be accompanied by a remittance for the correct amount in the form of a cheque or postal order (not postage stamps) made payable to the Principal Accountant, Board of Trade, and should state the country, commodity and reference number. However, firms which have opened Deposit Accounts with Export Services Branch, Board of Trade, may order Bulletins or photocopies by telephone, telex or letter unaccompanied by a remittance.

Note: *An asterisk in the text indicates that documents may be borrowed.*

All inquiries should be addressed to the Editor, **Export Service Bulletin,** *Board of Trade, Room H09, Hillgate House, 35 Old Bailey, London, E.C.4 Telephone: 01-248 5757, Extns. 7016, 7017, Telex: 886143, Answer Back BOTHILLGATE LDN, Telegram: EXSERBRA.*



A four-man team of nuclear experts from Japan visited Fairey Engineering at Stockport in October. The team saw the company's work for the British nuclear programme including major components for the United Kingdom Energy Authority's Prototype East Reactor being built at Dounreay. They are seen here examining the diagrid for the PFR in the test pit at the factory. The visit, which came at an important stage in Japan's own fast reactor programme, followed a series of sales visits to Japan by Fairey staff, the most recent being during British Week in Tokyo.

ABU DHABI

Bulletin 216/69
55s. Inquiry for workshop classroom furniture, workshop equipment and tools. E.S.B. 45809/69/J.

ALGERIA

Bulletin 216/69
Inquiry for baler wire. E.S.B. 46067/69/J.

ARGENTINA

Bulletin 215/69
Agency inquiry for toys. E.S.B. 45388/69/J.

AUSTRALIA

Bulletin 212/69
Agency inquiry for toffees. E.S.B. 44788/69/J.

Bulletin 214/69
Inquiry for road construction equipment. E.S.B. 45634/69/J.
Agency inquiry for furnishing fabrics; lace curtaining fabric; handkerchiefs; linen tableware; napery. E.S.B. 43422/69/J.

Bulletin 215/69
Agency inquiry for sewage fittings. E.S.B. 27337/69/J.
Agency inquiry for fabrics; piece-goods. E.S.B. 42949/69/J.

Bulletin 217/69
Manufacture under licence– Metal fabricating, machining and light engineering products. E.S.B. 46404/69/J.
Manufacture under licence – Air conditioning components; sheet metal manufactures. E.S.B. 46259/69/J.

AUSTRALIA – WAIVER OF BRITISH PREFERENCE

Bulletin 212/69
8s. Inquiry for dielectric loss angle measuring instrument. E.S.B. A/73/69/J.

Bulletin 213/69
2s. Inquiry for nut packaging machine. E.S.B. S/114/69/J.

AUSTRIA

Bulletin 213/69
Inquiry for rum; whisky. E.S.B. 45323/69/J.
Inquiry for stainless steel strip. E.S.B. 45324/69/J.

Bulletin 215/69
Agency inquiry for woollen fabrics. E.S.B. 22420/68/J.

BARBADOS, WINDWARD AND LEEWARD ISLANDS

Bulletin 212/69
Agency inquiry for bath caps; canned foods; door furniture; garden tools; paper; shower curtains; stationery; swimsuits and shoes; turpentine. E.S.B. 45154/69/J.

BELGIUM

Bulletin 213/69
Inquiry for electro-magnetic impulse counters. E.S.B. 45603/69/J.

Bulletin 214/69
Inquiry for kitchen units; sanitaryware. E.S.B. 45386 69/J.

Bulletin 215/69
Agency inquiry for metallurgical plant, equipment and control apparatus. E.S.B. 45625/69/J.

Bulletin 216/69
Agency inquiry for control apparatus and accessories for the chemical and petroleum industries. E.S.B. 45671/69/J.

BENELUX/CZECHOSLOVAKIA

Bulletin 212/69
Trade Agreement. E.S.B. 1209/G/J.

BERLIN

Bulletin 212/69
Agency inquiry for medical apparatus and preparations. E.S.B. 44715/69/J.

Bulletin 213/69
Inquiry for vehicle spares and accessories. E.S.B. 45292/69/J.
Agency inquiry for resistors. E.S.B. 45309/69/J.

Bulletin 214/69
Inquiry for motor car accessories. E.S.B. 45302/69/J.

Bulletin 216/69
Agency inquiry for jersey fabrics. E.S.B. 45678/69/J and 45665/69/J.

BOLIVIA

Bulletin 214/69
Inquiry for mining lamps; picks; rail cars; shovels; sledge hammers; steel products. E.S.B. 44664/69/J.

Bulletin 215/69
Inquiry for bicycle production machinery. E.S.B. 36075/69/J.

BRAZIL

Bulletin 216/69
Inquiry for tiles. E.S.B. 40324/69/J.

BULGARIA

Bulletin 213/69
Manufacture under licence – air-conditioning and ventilation equipment; chemical plant and equipment; construction equipment; textile machinery; vending machines. E.S.B. 44301/69/J.

CAMEROON, REPUBLIC OF

Bulletin 214/69
Agency inquiry for shoes. E.S.B. 30995/69/J.

CANADA

Balletin 212/69
Inquiry for galvanized wire. E.S.B. 45262/69/J.
Inquiry for brushes and brooms; garden tools; hand tools; household cleaning supplies. E.S.B. 45140/69/J.
Inquiry for twist drills. E.S.B. 45351/69/J.
Inquiry for carpenters' hand saws. E.S.B. 44754/69/J.

Bulletin 213/69
Inquiry for gift items; silverware. E.S.B. 45200/69/J.
Inquiry for knitwear. E.S.B. 45270/69/J.
Inquiry for fabrics. E.S.B. 45264/69/J.
Inquiry for carpeting. E.S.B. 45267/69/J.

Bulletin 214/69
Inquiry for PTFE fluorocarbon resin; extrusion and jacketing for electrical cables. E.S.B. 45304/69/J.
Inquiry for railroad equipment. E.S.B. 45128/69/J.

Bulletin 215/69
*Inquiry for acetate fabric. E.S.B. 45384/69/J.
Inquiry for stainless steel pipes, valves and fittings. E.S.B. 10553/69/J.
Agency inquiry for air and oil filters; pumps. E.S.B. 45265/69/J.

Bulletin 213/69
Inquiry for business, educational and computing systems. E.S.B. 45109/69/J.
Inquiry for clothing; sportswear. E.S.B. 45691/69/J.
Inquiry for advertising specialities. E.S.B. 44996/69/J.
Agency inquiry for electrical appliances. E.S.B. 45228/69/J.

Bulletin 214/69
Agency inquiry for circular weft knitted fabrics. E.S.B. 45229/69/J.
Inquiry for diesel engines. E.S.B. 45303/69/J.
Inquiry for mounting press and accessories. E.S.B. 44787/69/J.
Agency inquiry for confectionery. E.S.B. 45301/69/J.
Inquiry for reduction gears. E.S.B. 45679/69/J.
Market report on medium priced knitwear. E.S.B. 39416/69/J.

Bulletin 216/69
Agency inquiry for aircraft avionic products; electronic surveying products; fire detection devices; marine electronics. E.S.B. 40948/69/J.

CANARY ISLANDS

Bulletin 212/69
Agency inquiry for cutlery. E.S.B. 27257/69/J.

CYPRUS

Bulletin 213/69
Inquiry for rotary dryer. E.S.B. 44958/69/J.

Bulletin 215/69
Agency inquiry for fluorescent light tubes; light bulbs; lacquers and thinners; sanitaryware. E.S.B. 44945/69/J.

CZECHOSLOVAKIA/PAKISTAN

Bulletin 212/69
Trade Agreement. E.S.B. 1209/G/J.

DENMARK

Bulletin 212/69
Agency inquiry for clothing. E.S.B. 44919/69/J.
Inquiry for carpets. E.S.B. 38242/69/J.

Bulletin 214/69
Inquiry for scissors. E.S.B. 45787/69/J.

Bulletin 215/69
Agency inquiry for fashion clothing. E.S.B. 36909/69/J.
3s. Agency inquiry for cold-rolled sheets and strips; raw materials for the packaging industries; wire rod. E.S.B. 40556/69/J.
Agency inquiry for peanut products. E.S.B. 45352/69/J.

Bulletin 216/69
Agency inquiry for labelling machinery; labels; wrapping machinery. E.S.B. 43361/69/J.
Inquiry for marine fittings. E.S.B. 29643/69/J.

ETHIOPIA

Bulletin 214/69
Inquiry for iron and steel. E.S.B. 44901/69/J.

(*Continued on page* 1317)

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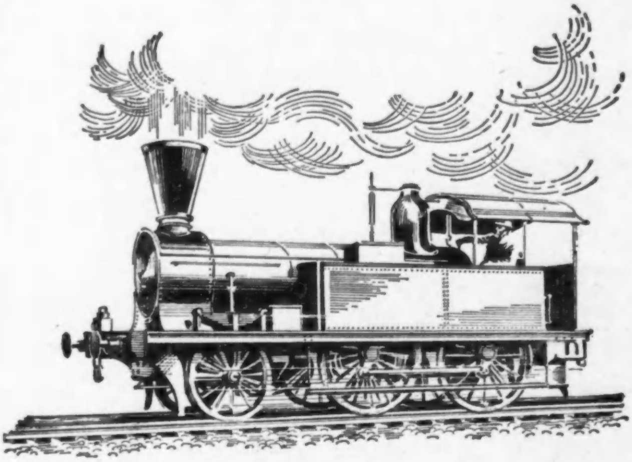

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AGENCY INQUIRIES, *continued*

FIJI

Bulletin 213/69

Agency inquiry for taxi meters. E.S.B. 44767/69/J.

Bulletin 215/69

Agency inquiry for edible oils; tiles. E.S.B. 45263/69/J.

FINLAND

Bulletin 212/69

Agency inquiry for bicycle parts; rowing machines. E.S.B. 44951/69/J.

Bulletin 213/69

Inquiry for leather giftware. E.S.B. 45245/69/J.

Bulletin 214/69

Agency inquiry for glass; mirrors. E.S.B. 45274/69/J.

*Inquiry for steel strip. E.S.B. 38067/69/J.

Bulletin 216/69

Inquiry for roller shutter units; seat units. E.S.B. 45738/69/J.

FRANCE

Bulletin 212/69

Inquiry for frozen foodstuffs. E.S.B. 44993/69/J.

Inquiry for cotton fabrics. E.S.B. 45138/69/J.

Inquiry for plastic sheeting. E.S.B. 45295/69/J.

Bulletin 214/69

Inquiry for screws; tubular legs for seats; washers. E.S.B. 45626/69/J.

Agency inquiry for gramophones; record players. E.S.B. 45219/69/J.

Inquiry for assembling machines; extruding machines; insulating equipment; quarteuses machines; sheathing; vacuum drying equipment; wire working machinery. E.S.B. 45269/69/J.

Bulletin 216/69

Inquiry for fork lift trucks. E.S.B. 45367/69/J.

Inquiry for furniture; leather, metal, china and crockery giftware. E.S.B. 44149/69/J.

Inquiry for atmospheric cookers; palletizing equipment. E.S.B. 45690/69/J.

Inquiry for chemicals. E.S.B. 45624/69/J.

FRANCE/IRAN

Bulletin 212/69

Trade Agreement. E.S.B. 1209/G/J.

GERMANY, FEDERAL REPUBLIC OF

Bulletin 212/69

Manufacture under licence/agency inquiry for plastic foils for the building and packaging industries. E.S.B 44744/69/J.

Inquiry for chemicals;. E.S.B. 44698/69/J.

Inquiry for tinned, fresh and frozen meat. E.S.B. 45195/69/J.

Agency inquiry for delicatessen meats. E.S.B. 45117/69/J.

Agency inquiry for suitings. E.S.B. 44920/69/J.

Agency inquiry for leather. E.S.B. 45106/69/J.

Inquiry for measuring instruments. E.S.B. 44979/69/J.

Revaluation of the Deutsche Mark. E.S.B. 1209/G/J.

Bulletin 213/69

Agency inquiry for chemicals; resin. E.S.B. 33675/69/J.

Inquiry for foodstuffs; food packing and preserving processes. E.S.B. 44990/69/J.

Agency inquiry for fun furs; women's outerwear. E.S.B. 45221/69/J.

Agency inquiry for synthetic and cotton fabrics. E.S.B. 41229/68/J.

Agency inquiry for synthetic textiles. E.S.B. 44918/69/J.

Inquiry for aircraft hangars; structural steel sheds. E.S.B. 36480/69/J.

Inquiry for china; cutlery; glassware. E.S.B. 45244/69/J.

Agency inquiry for clothing; knitwear; jewellery; shoes. E.S.B. 43493/69/J.

Bulletin 214/69

Inquiry for antiques; furniture. E.S.B. 45196/69/J.

Inquiry for copper wire; glass rayon; hard paper; insulation material; oiled cloth and paper; pvc tubing. E.S.B. 43119/69/J.

Agency inquiry for fine chemicals; laboratory glassware. E.S.B. 44929/69/J.

Inquiry for flowering bulbs. E.S.B. 45736/69/J.

Agency inquiry for avionic equipment; computer peripheral equipment. E.S.B. 45296/69/J.

Agency inquiry for jersey outerwear. E.S.B. 45256/69/J.

Inquiry for women's and children's outerwear. E.S.B. 45227/69/J.

Agency inquiry for domestic electrical appliances and lighting; electronic components for domestic electrical appliances. E.S.B. 45194/69/J.

Inquiry for paints; plastic foil; tubular steel. E.S.B. 44638/69/J.

Agency inquiry for car accessories. E.S.B. 45325/69/J.

Inquiry for do-it-yourself equipment; floor coverings; paints; tools; varnish; wall tiles. E.S.B. 45125/69/J.

Bulletin 215/69

Inquiry for clothing; knitwear. E.S.B. 45294/69/J.

Inquiry for yarn. E.S.B. 45670/69/J.

Agency inquiry for jersey material; piece-goods. E.S.B. 45251/69/J.

Agency inquiry for dust collecting machinery; grain handling equipment; level indicators; mechanical handling equipment; packaging machinery. E.S.B. 45114/69/J.

Agency inquiry for foodstuffs. E.S.B. 45171/69/J.

Bulletin 216/69

*Inquiry for paper manufacturing and packaging processes; paper products; synthetic paper. E.S.B. 45103/69/J.

Inquiry for teenage clothing. E.S.B. 45690/69/J.

GREECE

Bulletin 215/69

Inquiry for dies; paper; yarn. E.S.B. 43950/69/J.

Agency inquiry for earthmoving equipment. E.S.B. 45326/69/J.

HONG KONG

Bulletin 215/69

Agency inquiry for clothing; handkerchiefs. E.S.B. 45305/69/J.

Bulletin 216/69

Agency inquiry for asbestos sheets. E.S.B. 45248/69/J.

HUNGARY

Bulletin 213/69

Inquiry for stator winding automats. E.S.B. 45279/69/J.

ICELAND

Bulletin 214/69

Inquiry for automobile workshop equipment and accessories. E.S.B. 45293/69/J.

Inquiry for dried and tinned fruit; jams; sauces, pickles and spices; soaps and toilet goods. E.S.B. 45192/69/J.

Bulletin 215/69

Inquiry for coconut matting. E.S.B. 42983/69/J.

Bulletin 216/69

Agency inquiry for vinegar. E.S.B. 14511/69/J.

INDIA

Bulletin 213/69

Inquiry for ceramic capacitors. E.S.B. 36302/69/J.

INDONESIA

Bulletin 216/69

Inquiry for railway line, locomotives and wagons; rice working machinery; sugar factory. E.S.B. 45960/69/J.

IRAN

Bulletin 215/69

Cholera precautions. E.S.B. 1209/G/J.

IRAQ

Bulletin 214/69

Agency inquiry for cosmetics; electric domestic appliances; jewellery. E.S.B. 44315/69/J.

Bulletin 215/69

Cholera precautions. E.S.B. 1209/G/J.

Inquiry for electrical fixtures and fittings. E.S.B. 46052/69/J.

Inquiry for electrical domestic equipment; gas cookers. E.S.B. 45974/69/J.

Bulletin 216/69

Agency inquiry for cutlery; glassware; kitchen utensils. E.S.B. 44266/69/J.

IRISH REPUBLIC

Bulletin 212/69

Agency inquiry for blankets. E.S.B. 23696/69/J.

Agency inquiry for styli; tape recording accessories. E.S.B. 43651/69/J.

Agency inquiry for compressors. E.S.B. 45152/69/J.

Bulletin 213/69

Agency inquiry for time switches. E.S.B. 45220/69/J.

Bulletin 214/69

Inquiry for lambskin offcuts. E.S.B. 39938/69/J.

Bulletin 216/69

Agency inquiry for stapling and nailing machines. E.S.B. 45312/69/J.

ISRAEL

Bulletin 213/69

Agency inquiry for alloys. E.S.B. 18954/69/J.

Bulletin 214/69

Agency inquiry for buckles; buttons. E.S.B. 3486/69/J.

Bulletin 215/69

Agency inquiry for electric pumps for oil heaters; storage heaters. E.S.B. 45632/69/J.

Agency inquiry for cough pastilles and lozenges; powdered and condensed milk. E.S.B. 45389/69/J.

Agency inquiry for machine tools. E.S.B. 26471/69/J.

Bulletin 216/69

Inquiry for cylinder heads for diesel and petrol engines. E.S.B. 45991/69/J.

ITALY

Bulletin 212/69

Agency inquiry for tooth whitening products. E.S.B. 43494/69/J.

Bulletin 213/69

Agency inquiry for fasteners. E.S.B. 28175/69/J.

Bulletin 215/69

Inquiry for boring machine. E.S.B. 45722/69/J.

Bulletin 216/69

Agency inquiry for combining and laminating machines; non-woven fabric plant; screen printing machines. E.S.B. 45737/69/J.

ITALY/LEBANON

Bulletin 215/69

Trade and financial arrangements. E.S.B. 1209/G/J.

JAPAN

Bulletin 212/69

Inquiry for chemicals; medical and pharmaceutical specialities. E.S.B. 23139/69/J.

Bulletin 213/69

Inquiry for bactericide; hair dyes; ultra-violet absorbers. E.S.B. 45243/69/J.

Bulletin 214/69

Inquiry for sheepskin coats. E.S.B. 45370/69/J.

Inquiry for chemicals. E.S.B. 45607/69/J.

Agency inquiry for instant coffee; marshmallows; mayonnaise; peanut butter. E.S.B. 39254/68/J.

JORDAN

Bulletin 215/69

Agency inquiry for military equipment. E.S.B. 40245/68/J.

KUWAIT

Bulletin 212/69

Public holidays. E.S.B. 1209/G/J.

Bulletin 215/69

Agency inquiry for books; periodicals. E.S.B. 45669/69/J.

Bulletin 216/69

Inquiry for lamp bulbs; plastic conduit and water pipes. E.S.B. 45685/69/J.

Inquiry for babies' requisites; bandages; dish and floor cloths. E.S.B. 45681/69/J.

Inquiry for automobile accessories; blankets; carpets; curtain materials and fittings; emery paper; fabrics; foodstuffs; linseed oil; methylated spirit; paint containers; painters' tools; paint; pipes and fittings; plastic filler; rubbing stone; sanitaryware and fittings; stainers' turpentine. E.S.B. 45906/69/J.

LEBANON

Bulletin 213/69

Agency inquiry for couplings; diesel engines; pumps. E.S.B. 43396/69/J.

Agency inquiry for adhesive and edge binding tapes; drawing instruments; educational games; file covers and boxes; index cards; paper; school laboratory requisites; sports shirts. E.S.B. 44124/69/J.

Agency inquiry for metal furniture fittings; motorcycles and parts. E.S.B. 45652/69/J.

MALTA

Bulletin 213/69

Agency inquiry for mobile VHF equipment; remote control door opening equipment; two-way conversation equipment. E.S.B. 41054/68/J.

Bulletin 215/69

Agency inquiry for cables; conduit; electrical accessories; pipes and fittings; pumps; water heaters; water softening plant. E.S.B. 45241/69/J.

Agency inquiry for pickles. E.S.B. 45942/69/J.

MEXICO

Bulletin 215/69

Inquiry for computer peripherals. E.S.B. 15318/69/J.

Bulletin 216/69

8s. Inquiry for machine tools. E.S.B. 44631/69/J.

NETHERLANDS

Bulletin 212/69

*2s. Agency inquiry for motor accessories. E.S.B. 44200/69/J.

NIGERIA

Bulletin 213/69

Inquiry for electrical recording instruments. E.S.B. 45246/69/J.

Inquiry for cutlery; domestic electrical appliances; stainless steel tableware. E.S.B. 36902/69/J.

NORTH AMERICA

Bulletin 213/69

Store buyers visit London, E.S.B. 4415/69/J.

NORWAY

Bulletin 213/69

Inquiry for blasting shot; foundry requisites. E.S.B. 43646/69/J.

Bulletin 215/69

Inquiry for jars. E.S.B. 45770/69/J.

Bulletin 216/69

Inquiry for air-conditioning equipment. E.S.B. 45905/69/J.

PAKISTAN

Bulletin 215/69

8s. Agency inquiry for bleaching, dyeing, mercerizing and finishing plant; cotton spinning machinery. E.S.B. 45121/69/J.

PHILIPPINES, REPUBLIC OF

Bulletin 212/69

Agency inquiry for hospital equipment and supplies. E.S.B. 45181/69/J.

Bulletin 213/69

Agency inquiry for chemicals. E.S.B. 44994/69/J.

Bulletin 215/69

Agency inquiry for stainless steel sheets and shaftings. E.S.B. 41750/69/J.

QATAR

Bulletin 214/69

Inquiry for bottling plant; bottles; plastic crates; crown corks. E.S.B. 45710/69/J.

(*Continued on next page*)

AGENCY INQUIRIES, *continued*

RUMANIA

Bulletin 216/69

Inquiry for aluminium works materials and equipment; welding equipment. E.S.B. 45136/69/J.

Inquiry for manufacturing plant for the production of rings (races), boilers and heat exchangers; oxygen production plant. E.S.B. 38861/69/J.

RUMANIA/BENELUX

Bulletin 212/69

Trade Agreement. E.S.B. 1209/G/J.

SAUDI ARABIA

Bulletin 212/69

Inquiry for lead pipe, sheet and rod; sanitaryware and fittings; tiles. E.S.B. 44935/69/J.

Bulletin 215/69

Cholera precautions. E.S.B. 1209/G/J.

SINGAPORE

Bulletin 212/69

Agency inquiry for cakes. E.S.B. 11794/69/J.

SOUTH AFRICA

Bulletin 213/69

Agency inquiry for cheeses. E.S.B. 45160/69/J.

Bulletin 214/69

Inquiry for nut and bolt manufacturing machinery; wire drawing and working equipment; welding equipment. E.S.B. 40978/69/J.

SPAIN

Bulletin 215/69

Inquiry for sewing machine motors. E.S.B. 32226/69/J.

Inquiry for steel products. E.S.B. 6860/69/J.

SWITZERLAND

Bulletin 212/69

Agency inquiry for dermatological preparations; ophthalmic preparations; protective goggles; safety clothing; spectacle and lens cleaning papers. E.S.B. 44942/69/J.

Inquiry for analytical instruments; compressors; control equipment; furnaces; generators; heating mantles; measuring instruments; pumps; valves. E.S.B. 45311/69/J.

Inquiry for shoe making materials. E.S.B. 45283/69/J.

Inquiry for dextrose. E.S.B. 45212/69/J.

Bulletin 213/69

Inquiry for insulating sheets; paints. E.S.B. 44677/69/J.

Inquiry for fish sealing machines; hamburger steak forming machines; plastic trays. E.S.B. 44214/69/J.

Bulletin 214/69

Inquiry for paper and paint manufacturing chemicals and raw materials. E.S.B. 45124/69/J.

Agency inquiry for candlestick holders; glassware; porcelain; ski-ing goggles. E.S.B. 45240/69/J.

Agency inquiry for fastening systems; plastic construction materials; thread inserts. E.S.B. 44693/69/J.

Agency inquiry for lawn care equipment; lawn mowers. E.S.B. 40159/69/J.

Inquiry for abrasive equipment and materials. E.S.B. 44694/69/J.

Bulletin 215/69

Agency inquiry for 'Pop' novelties; smokers' requisites. E.S.B. 45207/69/J.

Agency inquiry for stabilizers. E.S.B. 45216/69/J.

*Agency inquiry for linings for shoes and boots. E.S.B. 45310/69/J.

Agency inquiry for adhesives; disc springs; hoses; hydraulic coupling;; sealing compounds; steel roll pins; suction tubes. E.S.B. 45230/69/J.

*Inquiry for labels; transfers. E.S.B. 45764/69/J.

Agency inquiry for aircraft control equipment; furnaces; refractory materials. E.S.B. 44721/69/J.

Bulletin 216/69

Agency inquiry for fun furs; furnishing fabrics; printed jersey fabrics; worsted piece-goods. E.S.B. 45668/69/J.

Agency inquiry for fabrics. E.S.B. 45939/69/J.

Agency inquiry for fabrics; piece-goods. E.S.B. 45941/69/J.

Inquiry for agricultural equipment; dairy equipment. E.S.B. 46072/69/J.

Inquiry for steel. E.S.B. 45931/69/J.

Agency inquiry for bicycle parts and accessories. E.S.B. 45108/69/J.

THAILAND

Bulletin 212/69

Inquiry for linseed oil; paint brushes; zinc paste. E.S.B. 44992/69/J.

Bulletin 215/69

Agency inquiry for gift items; ladies' ornaments; stationery. E.S.B. 45111/69/J.

TRINIDAD/TOBAGO

Bulletin 213/69

Agency inquiry for agricultural tools. E.S.B. 45601/69/J.

Bulletin 214/69

Agency inquiry for plastic paper clips. E.S.B. 45332/69/J.

Bulletin 215/69

Forwarding of documents. E.S.B. 44400/69/J.

Agency inquiry for pipes; sanitaryware; sinks; tiles. E.S.B. 45642/69/J.

TURKEY

Bulletin 213/69

Inquiry for raw materials for paints and varnishes. E.S.B. 45622/69/J.

Bulletin 214/69

Inquiry for citric acid; stainless steel sheets and plates. E.S.B. 45387/69/J.

UGANDA

Bulletin 215/69

Inquiry for galvanizing plant. E.S.B. 45702/69/J.

Inquiry for nylon twine. E.S.B. 45704/69/J.

Bulletin 216/69

Inquiry for school laboratory equipment. E.S.B. 45390/69/J.

UNITED STATES OF AMERICA

Bulletin 212/69

Inquiry for Christmas novelties. E.S.B. 44995/69/J.

Inquiry for support hose. E.S.B. 45112/69/J.

Agency inquiry for copper tube; pipes and pipe fittings; plumbing fixtures and fittings; valves. E.S.B. 42309/69/J.

Bulletin 214/69

Agency inquiry for golf gloves. E.S.B. 45249/69/J.

*8s. Inquiry for capacitors. E.S.B. 44922/69/J.

Inquiry for cast iron castings. E.S.B. 5477/68/J.

Bulletin 215/69

Inquiry for cooking utensils; kitchenware and accessories. E.S.B. 45653/69/J.

Inquiry for steel bar. E.S.B. 45926/69/J.

VARIOUS

Bulletin 212/69

Development Programme (Special Fund). E.S.B. 45000/69/J.

ZAMBIA

Bulletin 212/69

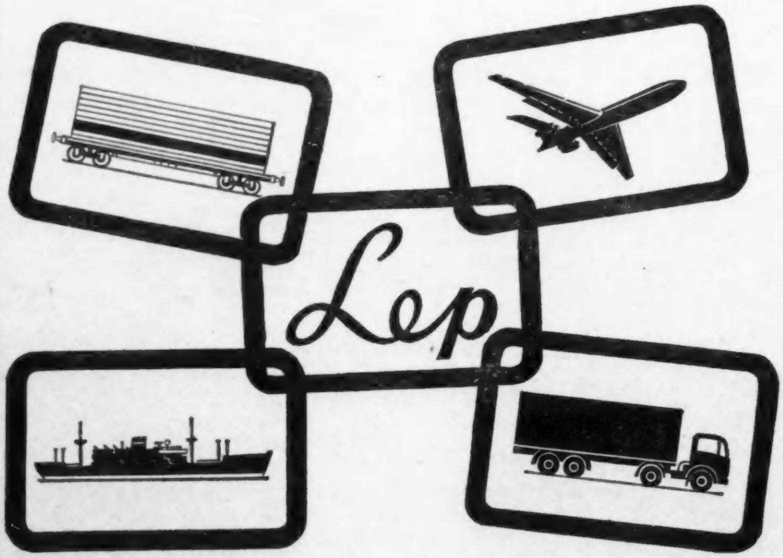
Inquiry for bedstead machinery; bedstead components. E.S.B. 45110/69/J.

Bulletin 214/69

Inquiry for dyestuffs; hosiery; ties; yarns. E.S.B. 42382/69/J.

OVERSEAS CABLES

The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses, and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms from their cable address.



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Export Missions and Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses was published in October 1 issue of the Board of Trade Journal. *Businessmen wishing to avail themselves of this assistance should consult in advance either the regional officers of the Board of Trade (see page viii of October 1 issue) or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757).*

Carpet company directors tour America

TWO DIRECTORS of Quayle Carpets Ltd., are making an extensive tour of America this Autumn. They are Mr. J. R. Bennett, who will be concerned with expanding their already useful export business with the States, and Mr. C. C. Quayle, who will be studying the latest technical innovations in carpet tufting.

Mr. Bennett begins his tour from Toronto and, in a three weeks stay, will visit New York, Philadelphia, Atlanta, Miami, Chicago, Detroit, San Francisco, Los Angeles, San Diego and Dallas.

New company in Hong Kong

MR. KENNETH THOROGOOD, managing director of Tozer Kemsley & Millbourn (Holdings) Ltd., flew to Hong Kong on October 21 to set up a new TKM company there. Mr. Thorogood, who is also chairman of the British Export Houses Association, subsequently visits Japan, Canada, the United States and Mexico before returning on November 28.

Farm machinery executives' visit

WITH THE CONTINUED GROWTH of agricultural equipment sales in the Middle East, Africa, Asia and Latin America, two senior executives of Massey-Ferguson, are to visit selected countries in each region during November. They are Mr. Peter J. Wright, vice president of Massey-Ferguson Ltd. and managing director of Massey-Ferguson (Export) Ltd., and Mr. John D. Parsons, director of the Southern Farm Machinery Division of Massey-Ferguson (Export) Ltd. They will discuss future plans with the staff of MF's Regional Office in each area, as well as visit MF distributors in eight countries to make an on-the-spot appraisal of requirements over the next few years.

Mr. Wright and Mr. Parsons began their tour on October 27 in Morocco. They will go on to Cyprus, Libya, Cambodia, the Philippines, Trinidad, Uruguay and Paraguay, returning to London via Chile and Argentina on November 24.

East European tour

THE EAST EUROPEAN representative for Rotaprint Ltd., Mr. Minas Ghazarian, has left for a two-month car tour of the countries in his sales area, including the USSR, Hungary, Rumania, Bulgaria, Czechoslovakia and Poland. During his 9,800-mile drive he will visit established and potential customers.

Mr. Ghazarian made his first trip to the USSR in June 1966 and sales of the company's printing machinery to the Soviet Union are now worth nearly £300,000.

World trip

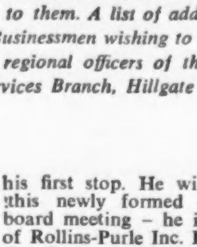
MR. TONY MORGAN, chairman and managing director of the Purle Group, industrial waste specialists, is making a business tour of the world.

Rollins-Purle Inc., the group's joint company in Philadelphia, in the United States, is his first stop. He will view the activities of this newly formed company and attend a board meeting – he is a main board director of Rollins-Purle Inc. He also proposed visiting the International Industrial Water Pollution Abatement Conference in Washington, for the Purle Group make a point of keeping abreast of all research and legislation in the fields of pollution and treatment of effluents, both at home and overseas.

Tokyo is next on his itinerary. Here Mr. Morgan will be researching into the feasibility of creating a similar operation in Japan to those already operating in America and South Africa. Talks have recently taken place in the United Kingdom with interested parties and it is hoped that plans will be completed on this visit.

The rest of the trip will include visits to Purle's Australian company, now in its second year of business and showing good profits, and South Africa, where operations are progressing well.

Visiting South America and Canada



MR. W. L. PUGH, area marketing supervisor of Crosland Filters Ltd., Nottingham, visits South America and Canada in November and December to promote and discuss the selling and marketing of the company's filters, visit agents and customers, and seek new outlets. He expects to cover some 17,000 miles on this trip.

Concentrated sales drive

THE GLACIER METAL COMPANY have launched a concentrated sales drive on the United States plain bearing market. Mr. John Collyear, joint managing director, and Mr. Graham Allen, sales director, are in America visiting prominent engineering equipment manufacturers on the Eastern Seaboard and in the Middle West. The team will link with Mr. Phil Love, chairman and joint managing director of Glacier, to make company presentations to the American firms. Mr. Love has been in Australia visiting Glacier licensees and will fly direct to the United States. During a three-week campaign, Mr. Allen and Mr. Collyear will also visit Canada and Mexico respectively to promote further business.

Glacier, a member of the Associated Engineering Group, and recognized as world leaders in bearing technology, are the major suppliers of original equipment to the Caterpillar Tractor Company of Peoria, Illinois, the world's largest manufacturers of earth-moving and other off-highway equipment and Glacier also supply the American company's United Kingdom and Belgian factories and a special department has been set up at the bearing manufacturers Alperton, Middlesex, headquarters to produce bearings exclusively for Caterpillar.

OUTWARD MISSIONS

Back from California

A TEAM of technologists from the Technical Help to Exporters section of the British Standards Institution recently returned to this country after an investigation of the technical regulations governing imports into California and a general survey of technical requirements behind both consumer and industrial products for the State.

Although the team, which included Mr. J. Roberts, director of the Hemel Hempstead Centre which runs the service, visited other areas – including Michigan, Texas and Canada, for which the Centre holds the approvals agency – the investigation centred on California as being a complex, but fruitful, market for British companies.

Information has been obtained which will lead to the early publication of digests giving all the Californian technical requirements for boilers and pressure vessels, gas-burning equipment, cranes, mobile homes, cars and other equipment and substantial information has been built up on machine tools, aerospace contract requirements and building fittings and plant.

'There is a potentially good market for most consumer and capital goods,' reports Mr. Roberts. 'The power demand is expected to double in 10 years and the value of all foreign trade in the State is expected to more than treble by 1980. Local requirements present problems for British exporters but attention at design and construction stages can overcome these. In general, although the situation seems complicated because of the large number of autonomous authorities, there is a considerable degree of similarity between their requirements.'

The digests planned on this area will show exporters what technical requirements have to be met; but until these are prepared, and in view of the amount of helpful information the team gathered which will be additional to these publications, BSI will be happy to deal with all inquiries. Companies should contact: Mr. G. Gaddes, British Standards Institution, Technical Help to Exporters Section, Maylands Avenue, Hemel Hempstead, Herts.

Visiting South America

THE LEICESTER and County Chamber of Commerce trade mission to South America left London Airport for Rio de Janeiro on November 1 for a four-week visit to Rio de Janeiro, Sao Paulo, Buenos Aires, Lima, Bogota, Caracas and Mexico. Wing-Cmdr. A. J. Laird Craig is leading the team, which represents nine companies in circular knitting machine, metalworking, woodworking, textile machinery and other fields.

The mission is receiving financial assistance from the BNEC.

Attention to presentation

BRITISH EXPORTERS to France should always give instructions in French and use the metric system for weights and measures. Tags stating that products are British made should be attached.

These points were stressed by French businessmen and Embassy officials during meetings with the Institute of Practitioners in Advertising 44 Club mission to Paris recently. Twenty-two advertising men and women were on a three-day fact-finding survey of the French market for toys, furniture, food and drink, textiles and hi-fi equipment.

Leader of the mission, Mr. Gordon Tooth, the 44 Club chairman, considers there is little opportunity for food products, except British specialities such as cake, pies and orange marmalade, but thinks there is a considerable potential market for pet foods.

Export Orders

Firms are invited to send in brief details of recent export orders or contracts for insertion on these pages.

ICL computer in Bordeaux

Mr. Christopher Soames, the British Ambassador to France, inaugurated an ICL 1092A computer installed at the Caisse Agricole in Bordeaux on October 17. The machine is one of a total of 132 computers ordered from ICL for export to France and having a combined value of some £17 million. The 1092A computer, worth around £160,000, is also one of 12 ICL computers ordered by the Caisse Regional de Credit Agricole and is the most powerful machine in use in a bank in the Bordelaise region.

$850,000 order from the United States

Following the booking of orders from India and Iraq for the supply of hot rolled special steel sections worth £500,000, bringing the total value of overseas orders booked this year to just over £3 million, Darlington & Simpson Rolling Mills Ltd. now announce further orders for their special sections, this time from North America, to the value of $850,000. The sections will be used in the manufacture of wheels for commercial vehicles and will be rolled at and shipped from the Darlington Mills over the next three months.

£215,000 South American order

An order valued at £215,000 for 17 Coles cranes has been received from the Colombian Ports Authority by the British Crane & Excavator Corporation Ltd., Pinner, Middx. The cranes, to be used in the major Atlantic and Pacific Ports of Colombia, follow record sales of Coles cranes to other Latin American ports in Chile, Argentina, Brazil and Paraguay.

£97,000 order for drying plant

Newell Dunford Engineering Ltd. have received orders totalling £97,000 for all the rotary drying plant to be installed at the Pfizer Chemical Corporation's new organic acid plant at Ringaskiddy, Co. Cork, Eire. The dryers will be manufactured in stainless steel to avoid any possibility of product contamination. Delivery is scheduled for mid-1970.

Two further Intal plants for drying aluminium turnings are to be sent by Newell Dunford Engineering to Germany, where four such plants are already in operation.

Drying plants for Sweden

Dryvent Ltd., Hounslow, Middx., are to supply a further 20 fully automatic compressed air drying plants to a leading Swedish manufacturer of grinding machines. This latest contract, placed via Dryvents agents in Stockholm, follows orders for many similar plants from the same manufacturer over the last few years.

Five-figure design project

A symbol of two spirals, suggestive of rolling logs, papermaking machinery and the rolls of paper themselves, is the basis of a corporate identity project for the Van Gelder paper group in the Netherlands, which has so far spent a five-figure sum in £ sterling, on having it implemented. The work is being carried out at the London offices of Allied International Designers under a design team headed by Karen Munck. The symbol will be featured on letterheads, stationery, annual reports, packaging, vans, and so on – an invisible export designed to be very visible indeed.

Baggage handling at Dubai

One of the world's most advanced air terminals, being built at Dubai by Costain Civil Engineering Ltd., will incorporate handling equipment valued at approximately £23,000 supplied by GEC-Elliott Mechanical Handling Ltd. – part of GEC-Elliott Automation. The contract, for baggage handling systems at both the arrival and departure sections of the new terminal, together with document handling facilities, will be carried out by the conveyors and automation division at Melksham, Wilts.

Bottling plant for South Africa

During the past 18 months, Barry-Wehmiller Machinery Co. Ltd., of Bolton, Lancs., has sold bottling plant worth over £250,000 to South African Breweries. The machinery, installed in Johannesburg, Cape Town and Durban, is handling up to 26-oz. bottles at speeds between 1,800 and 2,500 dozens per hour.

Mr. D. Rowbottom, sales director of Barry-Wehmiller, recently returned from South Africa where he has booked further orders from South African Breweries. He has also negotiated the sale of a complete bottling line to Northern Breweries, Zambia, to be installed at Lusaka early in 1970.

The bottle cleaners and pasteurizers for these contracts will be manufactured for Barry-Wehmiller by Dobson & Barlow Ltd., a subsidiary company of Stone-Platt Industries.

Air conditioning for Lisbon hotel

A system of air conditioning has been installed in the Diplomatico luxury hotel, Lisbon, to provide heat reclaim and complete individual control of all bedrooms and suites. It is said to be the first such installation in Portugal and represents units and technical expertise to the value of £15,000. The system is based on 97 VersaTemp units manufactured by Temperature Ltd., of London, a member of the Norcros Group of companies.

£214,000 order for bearings

Orders worth over £214,000 have been received by the Torrington Company Ltd. (Darlington bearings division) during the past four weeks. The total, which comprises only those orders exceeding £10,000, includes requirements from UK machinery manufacturers to fulfil export contracts in addition to direct overseas transactions. The largest, worth £87,000 from Impexmetal, Poland, is for cylindrical and spherical roller bearings to be used in a steel mill conversion programme.

Repeat engine order for Macao

Following the successful operation of an English Electric diesel generating set installed last year for standby duty at a new hotel in Macao, an additional set worth some £50,000 has been ordered for installation in the same hotel's own self-contained power station.

Kaldo furnaces for Canada

Two Kaldo converter furnaces, part of a contract secured from Ashmore, Benson, Pease & Co. Ltd. (a member of the Davy-Ashmore Group) on behalf of their clients, Dravo Corporation of Pittsburg, in the United States, are being fabricated at Whessoe Stockton Works Ltd. The furnaces will be installed at a new $85 million refinery being built at Ontario for the International Nickel Company of Canada and will be used for the treatment of sulphide melts of nickel.

720 Minis a week to Italy

Export Packing Service (Midlands division) are now packing BMC Minis for export to the Italian Innocenti company at the rate of 720 per week. Eighteen containers currently leave EPS each week, each comprising a total of 40 completely knocked down cars. The cars are received in component form from BMC, are packed into modules and are sent in containers for transport by road to Milan. Each container holds five modules each of eight engines, two suspension modules, five modules containing panel ware, and one carton module containing the remainder of the components.

Orders for butterfly valves

Following a recent East Anglian Exporter's Club visit to Sweden, Mr. S. F. Moore, managing director of Elliott & Garrood, the Beccles, Suffolk, valve and engineering specialists, has appointed Axel Larsson Maskinaffar AB as the company's agent for its complete range of LGA butterfly, shear seal converter, and steel fabricated valves. Already a ready market has been found in Sweden for the company's new Universal butterfly valve, the design of which enables neck seals to be replaced without removing the valve and while it is still under pressure. This valve has also won substantial orders in Holland and Iran.

Saudi Arabian contracts

Hawker Siddeley Electric Export Ltd. have won contracts worth over £200,000 to supply, install and commission three electrical substations and other equipment for the development of cargo handling facilities at the port of Dammam in Saudi Arabia. The equipment will be manufactured at the UK factories of Hawker Siddeley Group companies. Another Hawker Siddeley company, Morecambe Electrical Equipment Co. Ltd., will supply, under a separate contract, 13 'Power-Pact' units to control the conveying and handling of chemicals to Dammam docks.

£5 million jackpot in US

An imported luxury sports sedan, the Rover 3500S, built specifically for the North American market, has hit the sales jackpot, according to Mr. Graham Whitehead, president of British Leyland Motors. The car, which made its United States debut on October 10, has already brought in more than 3,500 sales, worth £5 million.

Over 6,000 CKD units in a month

The recent trend of increased exports of Rootes cars has been reflected at the Midlands division of Export Packing Service Ltd., Banbury, who pack completely knocked down (CKD) Rootes car sets for shipment to South Africa, Australia, New Zealand, Iran and other markets. During the first half of this year 57 per cent of Rootes' total sales were for export. Vehicles shipped in CKD condition represented 56 per cent of all Rootes' exports during this period. In June the production of CKD packs for Rootes at EPS Midlands division reached a record level of over 6,000 units.

Tanker for Scandinavia

Mr. K. F. Craggs, chairman of the small ships division of the Swan Hunter Group, recently announced that a number of new orders had been received. The first is for a 5,250 d.w.t. tanker to be built at Grangemouth for Scandinavian owners – the largest ship ever built in the division.

The announcement was made during a speech of welcome to Mrs. Nancy Dafgaard at the launch of Thuntank 6 for Thun Tankers Ltd. at Clelands Shipbuilding Co. Ltd. Mrs. Dafgaard is the wife of a director of Thun Tankers Ltd.

Filters for American airbus

Automotive Products Co. (Bolton) Ltd. are supplying 'Purolator' fuel filters for the new Rolls-Royce RB 211 advanced technology turbofan engines, three of which, costing £1 million a set, are to be installed in each of the United States Lockheed Aircraft Corporation's high-capacity 'Tristar' airliners. The filters are said to be the largest aircraft fuel filters ever developed and manufactured by the company.

£100,000 order from Poland

An initial £100,000 order for fully fashioned knitwear has been won in Poland by the Ulster plant of Berkshire International (United Kingdom) Ltd. Deliveries of a range of high quality synthetic fibre knitwear, mainly men's sportshirts, will be phased up to May 1970.

Berkshire's exports of knitwear and seam-free tights and stockings are increasing steadily, the main export areas being in Europe, Bermuda and Lebanon.

£360,000 order from Sudan

The Rapier water control division of Newton Chambers Engineering Ltd., have won a £360,000 contract from the Sudanese Government – the biggest single order ever gained by the Thorncliffe-based division specializing in water control equipment for irrigation and hydro-electric schemes. This latest success brings the division's order intake to nearly £1 million for the first nine months of the year.

The Sudan contract involves the supply of 40-wheel sluice gates to replace stoney roller gates at the Sennar Dam, 200 miles south of Khartoum.

Other recent successes include water control equipment for British Columbia worth £100,000 and equipment worth £32,000 for a Burmese irrigation scheme.

Soaring carpet loom sales

Over the past few months the carpet loom division of Platt Bros. & Co. Ltd. – a Stone-Platt Company – have secured orders for spool Axminster carpet looms to a value of £1,390,000, representing a level of manufacturing activity not experienced in this division since the immediate post-war period.

The development of the Platt high-speed loom has been a major factor in enabling the Axminster carpet industry to retain, and indeed expand, its share of the market despite stiff competition from tufted carpets and has resulted in a full order book for the company, with production facilities in top gear for two years to come.

One important contract has come from Pakistan. Three years ago Platt installed a plant of 12ft.-wide looms in Karachi for United Carpets Ltd., who were already customers for woollen spinning machinery. This has been so successful that the chairman visited Oldham recently and placed a further order for wide looms valued at £500,000 to be delivered in 1970/71.

A £350,000 order from Carpet Manufacturing Co., Ltd., Kidderminster, is for wide high-speed looms, some of them to be delivered to associated companies in Australia, New Zealand and South Africa.

£37,000 order from Malaysia

An order worth £37,000 for giant trommel screens to be used in alluvial tin mining operations has been received from Malaysia by Richards Structural Steel Co. Ltd., Leicester.

This highly specialized equipment is being sent regularly to the Far East and Mr. P. L. Richards, the company's managing director will be visiting Malaysia shortly in the hope of securing further substantial orders.

Electronic equipment for supertanker

A 208,000-dwt tanker for the Kuwait Oil Tanker Company is to be fitted with a comprehensive range of Marconi Marine communications equipment and navigational aids, including two radars ('Raymarc 16' and 'Raymarc 12'), a 'Lodestar' fully automatic direction-finder, a 'Seagraph III' recording echo-sounder and a 'Metron III' visual depth indicator. Communications equipment will include a powerful 'Crusader' single-sideband main transmitter, 'Pennant' single-sideband receiver, 'Atlanta' general-purpose receiver, emergency transmitters, receivers and auto-alarms, also vhf equipment.

Mobile exhibition

The export sales of Feedback Ltd. account for over half the output of the company's works at Crowborough, Sussex, and the sales have been steadily increasing over the past few years. In order to give sales a further boost, and to help their European agents, Feedback are currently touring Europe with a mobile exhibition—a 3-ton vehicle equipped to present most of the company's educational and industrial instruments in such a way that full demonstrations can be given. Seating accommodation has been arranged to permit at least six persons to study, in comfort, the Abacus educational computer, the largest piece of equipment on board. More than 160 visits to colleges and universities in nine countries are planned. The mobile exhibition will be in Europe for three months, during which time it will travel over 7,000 miles.

Contract for rocket components

Negotiations have been completed for a contract under which Imperial Metal Industries Ltd., Birmingham, will supply solid propellants and components for rocket motors to SAAB Aktiebolag, the Swedish aerospace company, well known also for their cars and computers.

The work will be carried out over three years at IMI Summerfield Research Station near Kidderminster, a factory operated by IMI on behalf of the Ministry of Technology. The value of the contract, won against intensive competition, is more than £500,000.

Orders for package boilers

Orders have been placed over the past two months with the Glasgow-based company of John Thompson Cochran Ltd. to supply fully automatic package boilers to Egypt, Hong Kong, Iran, Iraq, Lebanon, Nigeria, Pakistan and the West Indies. The boilers will supply process steam or hot water to hospitals, breweries, refineries and the nylon and jute industries.

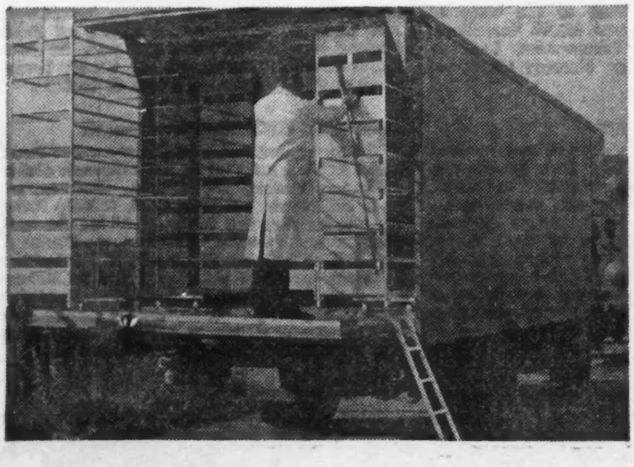
The contract for Egypt, won against intense competition from Italy and Yugoslavia, is for four 'Multipac' oil-fired boilers worth over £43,000 sterling. The boilers will supply process steam for a leading petroleum company.

A £27,000 contract for Iraq comprises two 'Chieftain' boilers for a large refinery.

In addition to these orders, John Thompson received contracts during the same period to supply five boilers for Italian and Dutch ships.

Tinning-line computer system for Russia

AEI Elliott Process Automation Ltd. – part of the GEC-Elliott Automation Group – have received instructions from the Head Wrightson Machine Co. Ltd. to supply an ARCH computer-controlled monitoring system for a new electrolytic tinning line to be installed in Russia. This is the seventh tinning line to use the ARCH system; five are fully operational and the sixth will be commissioned later this year.



An interior view of the Sparshatt van body fitted to three British Leyland Super Comets for the transportation of day-old live chicks in Rumania. The body incorporates 10 *trolleys with nylon castor wheels for the stowage of chick packing boxes while in transit within the vehicle body, and for easy off-loading at the depot. Each vehicle will transport* 32,000 *chicks.*

One of the Westool power units which has been adopted by Warner Electric of Switzerland as the standard clutch and brake control unit in all European countries under their jurisdiction being explained by Mr. M. Brown (senior applications engineer, Westool) to Mr. W. Dietz (manager of Warner, Germany), and Mr. P. Rufenacht (sales manager of Warner, Switzerland).

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Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEASTARIFF LIST.

▶*The lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of the Journal sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets,

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

EUROPEAN COMMUNITIES

Common agricultural policy

THE TEXTS of the following Regulations and Decision which affect the various agricultural sectors in the EEC have been published in the *Journal Officiel des Communautés Européennes.*

The French text of the Regulations and Decision may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

GENERAL

Regulation (CEE) No. 2114/69 modifies **Regulation (CEE) No. 204/69** which establishes for certain agricultural products exported in the form of goods not covered by Annex II of the Treaty the general rules relative to granting export refunds and the criteria for fixing their amounts. This regulation affects products in the following sectors covered by the basic Regulations (CEE) No. 120/67 (cereals), No. 122/67 (eggs), No. 359/67 (rice), No. 1009/67 (sugar) and No. 804/68 (milk and milk products) (*Journal Officiel* No. L271 dated October 29, 1969).

Decision 69/375/CEE authorizes Germany to take safeguard measures in the agricultural sector (*Journal Officiel* No. L273 dated October 31, 1969).

SUGAR

Regulation (CEE) No. 2156/69 fixes the basic amount of the export refund for syrups and certain other products in the sugar sector (*Journal Officiel* No. L273 dated October 31, 1969).

Regulation (CEE) No. 2157/69 fixes the basic amount of the import levy for syrups and certain other products in the sugar sector (*Journal Officiel* No. L273 dated October 31, 1969).

PIGMEAT

Regulation (CEE) No. 2112/69 modifies **Regulation 213/67/CEE** which established the list of representative markets in the EEC, for the pigmeat sector (*Journal Officiel* No. L271 dated October 29, 1969).

Regulation (CEE) No. 2116/69 fixes the basic price and the quality types for pigmeat pork, for the period November 1, 1969 to October 31, 1970 (*Journal Officiel* No. L271 dated October 29, 1969).

MILK AND MILK PRODUCTS

Regulation (CEE) No. 2131/69 modifies **Regulation No. 1286/69** which relates to regular auctions for powdered skimmed milk, intended for processing into swine or poultry fodder and held by the Belgian, German, French and Dutch Intervention Organizations (*Journal Officiel* No. L271 dated October 29, 1969).

Regulation (CEE) No. 2144/69 further extends, to December 7, 1969 the 1968/1969 marketing year for the milk sector (*Journal Officiel* No. L273 dated October 31, 1969).

CATTLE, BEEF AND VEAL

Regulation (CEE) No. 2145/69 further extends, to December 7, 1969, the 1968/1969 marketing year in the beef and veal sector (*Journal Officiel* No. L273, dated October 31, 1969).

EGGS

Regulation (CEE) No. 2126/69 fixes the sluice gate prices and the levies in the egg sector for the period November 1, 1969 to January 31, 1970 (*Journal Officiel* No. L271 dated October 29, 1969).

Regulation (CEE) No. 2133/69 fixes the rates of restitution applicable from November 1, 1969, to eggs and egg yolks exported in the form of products not covered by Annex II of the Treaty (*Journal Officiel* No. L272 dated October 30, 1969).

POULTRY MEAT

Regulation (CEE) No. 2127/69 fixes the sluice gate price and the levies in the poultry meat sector for the period November 1, 1969 to January 31, 1970 (*Journal Officiel* No. L271 dated October 29, 1969).

CEREALS AND RICE

Regulation (CEE) No. 2130/69 modifies **Regulation No. 469/67/CEE** so far as it concerns the fixing of the c.i.f. prices for rice and brokens (*Journal Officiel* No. L271 dated October 29, 1969).

OILS, FATS AND OIL SEEDS

Regulation (CEE) No. 2115/69 fixes the target price and the intervention price for olive oil, for the 1969/1970 marketing year (*Journal Officiel* No. L271 dated October 29, 1969).

Regulation (CEE) No. 2117/69 modifies the period of validity of **Regulation (CEE) No. 19/69** which relates to the fixing in advance of import levies for olive oil (*Journal Officiel* No. L271 dated October 29, 1969).

Regulation (CEE) No. 2118/69 modifies the period of validity of **Regulation (CEE) No. 18/69** which relates to the fixing in advance of export restitutions (*Journal Officiel* No. L271 dated October 29, 1969).

Regulation (CEE) No. 2119/69 fixes the standard amount for olive oil which has not undergone any process of refining, obtained entirely in Greece and transported direct from that country into the European Economic Community (*Journal Officiel* No. L271 dated October 29, 1969).

Regulation (CEE) No. 2120/69 fixes the threshold price for olive oil for the 1969/1970 marketing year (*Journal Officiel* No. L271 dated October 29, 1969).

Regulation (CEE) No. 2121/69 fixes the monthly increases in the market target price, the intervention price and the threshold price for olive oil, for the 1969/1970 marketing year (*Journal Officiel* No. L271 dated October 29, 1969).

OVALBUMIN AND LACTALBUMIN

Regulation (CEE) No. 2129/69 fixes the sluice gate price and the import duties for ovalbumin and lactalbumin for the period November 1, 1969 to January 31, 1970 (*Journal Officiel* No. L271 dated October 29, 1969).

Harmonization of legislation

THE *Journal Officiel des Communautés Européennes* No. C136 dated October 24, 1969 contains the text of two proposed Directives as follows:

1. Proposed Directive concerns the harmonization of Member States' legislation relating to meters for liquids other than water.
2. Proposed Directive concerns the harmonization of Member States' legislation relating to non-automatic weighing machines.

The French texts of these proposed Directives may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). It should be noted that the texts of these proposed Directives, when finally approved, may differ from the draft texts referred to above.

Common market organization for textile fibres

THE *Journal Officiel des Communautés Européennes No.* C138 dated October 27, 1969 contains the texts of two proposed Regulations affecting the textile fibre sector as follows:

1. Proposed Regulation establishes a common organization of the markets in the textile fibres sector.
2. Proposed Regulation extends the price system specified for oilseeds to linseeds.

The French texts of these proposed Regulations may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). It should be noted that the texts of these proposed Regulations, when finally approved, may differ from the draft texts referred to above.

FRANCE

Minimum price regulations for vegetables

THE FRENCH *Journal Officiel* of October 26 announced that imports of the vegetables listed below, originating and imported from all countries other than member countries of the EEC and countries of the Franc Zone, may be admitted under the minimum price procedure for the periods stated:

Tariff No.	Product	Reference product	Minimum price per kg. (in Francs)	Period of application
Prices recorded at national market ar Rungis (Paris market)				
07.01 H	Onions	Onions (dry)Auxerre and Poitou	0·58	From October 26, to December 31, 1969
07.01 M I	Tomatoes	Tomatoes from S. France, Rochefort-du-Gard	1·18	From November 1, to November 15, 1969
			P.M. (1)	From November 16 to December 31 1969

(1) by a derogation of the notice of 29.7.62 imports will be admitted during the periods mentioned under the procedure applicable to liberalized goods as defined by article 4 of the customs arrêté of 30.1.67.

These imports are subject to the regulations governing minimum price procedure as laid down in a general notice to importers dated July 29, 1962, and amended on April 2, 1968 (see *Board of Trade Journal* of May 3, 1968, page 1386).

Inquiries concerning this notice should be addressed to the Export Services Branch, Board of Trade, Room E.59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423/408/288) where the full French text may be seen.

Duty quota for herrings

FOLLOWING EEC Regulations Nos. 1179/69 and 2051/69 and further to the Arrêté of July 8, 1969, fixing the amount and conditions of import, the French *Journal Officiel* of October 24 announced that the duty-free quota for herrings, fresh, chilled or frozen, whole, headless or sliced (Tariff No. 03.01 B I a 2 aa), has been increased from 1,000 metric tons to 2,100 metric tons until February 14, 1970 inclusive.

The conditions of admission are those laid down in the relevant articles of an Order of April 12, 1962, stating the general conditions of import duty quotas.

Inquiries concerning this notice should be addressed to the Export Services Branch, Board of Trade, Room E.59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423/408/288).

FRANCE, *continued on next page*)

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FRANCE, *continued*

Import regulations

THE FRENCH *Journal Officiel* of October 24 stated that requests for individual sanitary derogations for animals not subject to a general derogation either for particular species or for a country of origin must be made on paper measuring 8.2 in. by 11.6 in. (21 cm by 29.5 cm) and published a model of the form the request should take.

Four copies of the application (either printed or in manuscript form) should be addressed to the Ministère de l'Agriculture (Direction des Services Vétérinaires), 3 rue Barbet-de-Jouy, Paris, 7e. The new dispositions are effective from October 24 but the previous type of application will still be accepted up to a month from that date.

Inquiries concerning this notice should be addressed to the Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423/408/288) where the full French text and a specimen form may be seen.

SPAIN

Import quotas

Chemical pulp

NOTICE WAS given in the *Board of Trade Journal* dated August 13, page 455, of an import quota for chemical pulp (tariff heading 47.01-B.1.b. and 47.01B.2.b). The Spanish *State Gazette* of October 18, announced that the quota has been increased to 300,000 tons and remains valid with an import duty of 3 per cent until March 31, 1970.

Waste paper and paperboard

NOTICE WAS given in the *Journal* of July 23, page 252 of an import quota of 12,500 tons of waste paper and paperboard fit only for use in papermaking (tariff heading 47.02). The Spanish authorities have announced that the quota will remain valid until July 31, 1970 and that it has been increased by 200,000 tons. There will be a 3 per cent import duty with a specific duty of 0.1 Ptas. per kilo.

'Frondosa' semi-chemical paper for crinkling

THE *Journal* of July 23, page 252 announced an import quota for 4,000 tons of the above (tariff heading 48.01 C.2 refers). The *Gazette* has announced that the quota has been increased by 8,000 tons. The expiry date and customs duty remain unchanged.

Semi-chemical paper

THE SPANISH AUTHORITIES have announced an import quota of 1,000 tons for semi-chemical paper (tariff heading 48.01 C.1 refers). The import duty will be 7 per cent and the quota remains valid until December 31, 1969.

Newsprint for daily newspapers

NOTICE WAS given in the *Journal* dated July 2, of a duty-free import quota of 25,000 tons of tariff heading 48.01-D.3c.1. The quota has been increased by 10,000 tons and remains valid until December 31, 1969.

Yucca or manioc roots

NOTICE WAS given in the *Journal* dated April 11 of a duty-free import quota on Tariff Heading 07.06-A. The Spanish authorities have increased the quota by 6,000 tons and the quota will now remain valid until March 31, 1970.

Linseed

THE SPANISH authorities have announced a duty free import quota of 44,000 tons of linseed valid from December 1, 1969 to November 30, 1971. (Tariff heading 12.01-B.7 refers).

Cold rolled sheets and plates of less than 2 mm thickness

THE SPANISH authorities have announced that the duty free import quota on tariff heading 73.13B.2c.d. has been increased by 50,000 tons and remains valid until December 31, 1969.

Inquiries about these notices should be addressed to Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460/462).

ITALY

Anglo/Italian road haulage

WITH EFFECT from November 1, goods vehicle operators wishing to make journeys to or through Italy will no longer have to apply to Rome for the necessary licence. Instead, Italian permits will be issued by the Ministry of Transport, Northern Traffic Area Office in Newcastle.

This new procedure follows the signature in July of a Road Haulage Agreement between the United Kingdom Ministry of Transport and the Ministry of Transport and Civil Aviation in Italy. Under this agreement British goods vehicles, including British trailers and semi-trailers towed by foreign goods vehicles and unaccompanied trailers and semi-trailers, will need a permit to operate to or through Italy. As the number of permits is restricted, application should be made in good time.

A memorandum (RTG/OUT/07) giving details of the system may be obtained from the Ministry of Transport, Road Transport (Goods) Division, St. Christopher House, Southwark Street, London, S.E.1, or from the Northern Traffic Area Office.

Application forms for permits and any further advice about the issue of permits may be obtained from: The Clerk to the Licensing Authority, Northern Traffic Area, Low Friar House, 36/42 Low Friar Street, Newcastle-upon-Tyne, NE1 5XP. (Tel. 0632-610031; Telex 53351).

SAUDI ARABIA

Labelling of agricultural insecticides

ACCORDING to the Saudi Economic Digest of October 22, the Ministry of Agriculture and Water has announced that importers of chemical insecticides must inscribe the following information in Arabic on all insecticidal can and packages:

1. The phrase 'agricultural insecticides'.
2. The trade name and mark of the insecticides, if any.
3. Ratio of the active agents in the insecticide.
4. The purpose for which the insecticide is used, and the ratios and methods of its use.
5. Precautions that should be taken for the protection of public health, stating the period that should elapse after its application to crops before harvest.
6. Date of manufacture, and expiry date for effectiveness of the insecticide if any.
7. Net weight of contents.

The Ministry has given importers a two-month period of grace to observe these instructions after their appearance in the local press, after which imports not complying with the foregoing instructions will not be allowed into the country.

All inquiries about this notice should be addressed to Export Services Branch, Board of Trade, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420/475).

Putting together a completely prefabricated 26-foot diameter glass fibre dome, made by Brensall Plastics Ltd., Somerset, for the Hussein general hospital in Amman, Jordan. It is claimed that this is the first time that glass fibre reinforced plastic has been used in the Middle East for this type of structure.

IRAN

Import regulations

THE CENTRAL BANK of Iran has announced that the import of foodstuffs, drink, cosmetics and toiletries imported for trade and publicity purposes is subject to obtaining the prior agreement of the Ministry of Health. Application for registration of orders for the goods listed below will not be accepted unless prior agreement is obtained.

Meat products
Fish and fowl products
Milk and milk products
Nutritives
Products of all sort of fruits
Products of edible vegetables
All sort of edible fats and oils
Products of cereals
All sorts of sweets and hard sugar
Alcoholic and non-alcoholic drinks
Sherbets and pickles and their products
Tea, cocoa, coffee and the like as well as the products thereof
Disinfectants and insecticides
Cosmetics and strengthening materials thereof
Hygiene and sanitary articles
Containers and packings of articles of food, drink and toiletries
Vessels for preparation, manufacture and cooking articles of food, drink and toiletries.
Spare parts for refrigeration equipment used in food, drink, and toiletries

All inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-748 5757, Ext 420/475).

A delegation from the Cairo Chamber of Commerce visited London recently as the guests of the London Chamber of Commerce. Their visit was in return for a mission led by Mr. William Rose, chairman of the Chamber's Middle East Section, to Cairo and Alexandria in March. The picture shows Mr. Ibrahim Salem, left, vice-president of the Cairo Chamber, making a presentation to Mr. William Luxton, director of the London Chamber. Mr. Sadiq-El-Suedi, a member of the Cairo Chamber's Council, is second from the right with Mr. Mahmoud Shalaby, Minister of Commercial Affairs, United Arab Republic Embassy.

REPORTS FOR UNITED KINGDOM EXPORTERS ON FIRMS OVERSEAS

INFORMATION ABOUT the commercial standing of overseas firms is available to you through the Board of Trade and is particularly useful in indicating whether a firm is suitable to act as your agent or representative. Many status reports are on record, and where these need to be brought up to date or new reports obtained, this is rapidly done in collaboration with Diplomatic Service commercial officers abroad.

These reports can tell you of the local standing of firms overseas, the scope of their activities, and the size of their organization, and their suitability to act as your representatives. The reports do not, however, include credit ratings or detailed financial information, and reports on potential customers should be obtained from specialized sources such as banks or credit reporting agencies. Requests for reports should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 or to the appropriate Regional Office of the Board.

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ISRAEL

Liberalization of imports

THE FOLLOWING items have been placed on the Israeli Free List:

Tariff No.	Description of Goods	Customs Duty
73.13.9991	Cold rolled sheets and plates of a thickness not exceeding 3 mm.	Duty Free Purchase Tax IL.0.07 + 30% per kg.
73.10.1019 73.10.1090	Bars and rods of D-Oxide Steel	Purchase tax – 15%; after January 1, 1970,–,IL.23.50 + 15% per ton.
73.11.1010	Angle iron	30% + a fixed tax of IL.70.00 per ton.
73.11.1011 73.11.1019	Angle iron produced in Israel Angle iron not produced in Israel	The protective tariff up to 15% now in existence + the additional fixed tax of IL.60 per ton remains in force.

Import regulations

The following items may be imported under permit from the Israeli Minister of Commerce:

Tariff No.	Description of Goods	Customs Duty
20.02.4000	Tomato puree*	60% but not less than IL.0.70 per kg. gross.
20.07.1000	Tomato juice†	60% but not less than IL.0.70 per kg. gross.
20.04.990	Tomato products (such as ketchup, etc.‡)	80%
20.06.3000	Groundnuts, roasted	65%
21.02.1000	Instant coffee	15% + IL.22.00 per kg.

*Tomato puree is also subject to the Order in respect of the production of Tomato puree 1951.
†Tomato juice must comply with Israeli Standards No. 357 of April 1960.
‡Ketchup must comply with Israeli Standards No. 524 of May, 1964.

Labelling and packaging regulations have been issued. All inquiries about these notices should be addresed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420/475).

SIERRA LEONE

Application for import licences, 1970

IN A NOTICE published in the *Board of Trade Journal* of October 29, pages 1204-1206, details were given of Government Notice No. 1176, which invited application from importers for those goods they desire to import into Sierra Leone during the period ending December 1970. This notice is now amended by the addition of the following items for which specific import licences are required:

Customs Classification	Schedule Items
629-130	Outer covers for trucks (lorries and buses).
821-031	Mattresses.

Customs tariff amendments

THE CUSTOMS TARIFF (Amendment) (No. 2) Order, 1969, published in the Sierra Leone Official *Gazette* of October 16, amends Part 2 of the Second Schedule to the Customs Tariff Act, with effect from September 4 as follows:

Second schedule

Part 2 – Exemptions in respect of particular classes of goods

Tariff No.	Tariff Description
Replace item 2.14 (a) by the following new item:	
2.14 (a)	Packages, other than bags and sacks including materials and parts for the manufacture thereof necessary for the packing or distribution of any product grown, produced, manufactured, or processed in Sierra Leone and imported exclusively for such purpose.

Any inquiries relating to the above notices should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471/2/3).

MALAYSIA

Import control (1)

THE MALAYSIAN GOVERNMENT GAZETTE dated October 23, 1969, publishes the Customs (Prohibition of Imports) Order, 1969. This Order cancels the following Orders:

West Malaysia
- Customs (Prohibition of Imports) (Indecent or Obscene Articles) Order, 1953.
- Customs (Prohibition of Imports) Order, 1954.
- Open General Licence (Imports) (No. 1), 1955.
- Customs (Prohibition of Imports) (Communist Enblems) Order, 1958.
- Customs (Prohibition of Imports) Order, 1960.
- Customs (Prohibition of Imports) Order, 1962.
- Open General Licence (Imports) (No. 1), 1964.
- Customs (Prohibition of Imports and Exports) (Southern Rhodesia) Order, 1965.

Sabah
- Customs (Control of Imports) Order, 1962.
- Customs (Prohibition of Imports and Exports) (Southern Rhodesia) Order, 1965.

Sarawak
- Customs (Prohibition of Imports) (No. 2) Order, 1963.
- Customs (Prohibition of Imports) (Daggers and Flick Knives) Order, 1963.
- Customs (Prohibition of Imports and Exports) (Southern Rhodesia) Order, 1965.

The new Order is reproduced below:

FIRST SCHEDULE (Absolute prohibition)

Item	Description	Country of origin
1	All goods	Southern Rhodesia or any territory administered by Southern Rhodesia
2	All goods	Union of South Africa or any territory administered by the Union of South Africa.
3	Any article bearing the imprint or reproduction of any currency note, bank note, or coin which are current or have at any time been issued or current in any country	All countries
4	Any emblem or device in circumstances which raise a reasonable presumption that such emblem or device was intended or was likely to be used in a manner prejudicial to the interest of the Federation or to promote or foster a purpose prejudicial to or imcompatible with peace, welfare or good order in the Federation	All countries
5	Indecent or obscene print, painting, photograph, book, card, lithographic or other engraving, or any other indecent or obscene articles	All countries
6	Whisky which is not accompanied by a certificate issued by the proper Customs Authority of the country of origin to the effect that it has been stored in wood for a period of not less than three years	All countries
7	Brandy which is not accompanied by a certificate issued by the proper Customs Authority of the country of origin to the effect that it has been stored in wood for a period of not less than three years	All countries
8	Intoxicating liquors containing any lead or compound of lead or more than one-quarter of a grain of copper per gallon, whether in the form of copper or any compound of copper	All countries
9	Radio equipment, transmitter or combination of transmitter and receiver (transceiver) operating in the citizens' band 26,950 Mc/s-27·280 Mc/s popularly known as Citizens' Band Radios	All countries
10	Daggers and flick knives	All countries

SECOND SCHEDULE (Goods which may not be imported into West Malaysia except under specific licence)

Item	Description	Country of origin
1	Fruit machines	All countries including East Malaysia
2	Iron or steel sheets falling within Heading Nos. 73.13 410 and 73.13 450 of the Customs Duties Order, 1968	All countries including East Malaysia
3	Sugar falling within Heading Nos. 17.01 101, 17.01 102, 17.01 103, 17.01 104, 17.01 501, 17.01,502, 17.01 503, 17.01 504, 17.02 100 and 17.03 000 of the Customs Duties Order, 1968	All countries including East Malaysia
4	Star Anise (Illicium Religiosum and Illicium Verum)	All countries including East Malaysia
5	Rice and padi in whatever form, including rice bran, rice flour and rice polishings	All countries including East Malaysia
6	Imitation firearms	All countries including East Malaysia
7	Fireworks	All countries including East Malaysia
8	Animals, alive, the following: Primates including apes, monkeys, lemurs, galagos, pottos and anguantibes	All countries including East Malaysia
9	Explosives	All countries including East Malaysia
10	Arms and ammunition, other than personal arms and ammunition imported by a *bona fide* traveller	All countries including East Malaysia
11	(i) Textile fabrics of natural and/or man-made fibres (ii) Animals, alive, all kinds (iii) Bones (iv) Bone meal (v) Cement	China
12	Imitation hand grenades	All countries including East Malaysia
13	Poultry	All countries including East Malaysia except Singapore
14	Bullet-proof vests, steel helmets and other articles of clothing intended as protection against attack	All countries including East Malaysia
15	Diamonds and diamond-set jewellery (other than a reasonable quantity of articles of personal jewellery imported *bona fide* as part of the personal baggage of a person arriving in West Malaysia from a place outside West Malaysia and intended solely for the personal use of such person)	All countries including East Malaysia
16	Eggs in the shell	All countries including East Malaysia except Singapore
17	Gold, gold coins (other than Singapore $150.00 denomination gold coin, not exceeding one piece, imported by a traveller on the person), bullion and any gold in whatever state or form, including articles of jewellery or ornament (other than reasonable quantity of articles of personal jewellery imported *bona fide* as part of the personal baggage of a person arriving in West Malaysia from a place outside West Malaysia and intended solely for the personal use of such person)	All countries including East Malaysia
18	Plants, including living plants of all species, flowers, fruits, leaves, roots, tubers, bulbs, cuttings, stocks layers, slips, suckers and seeds and any parts of plants intended for propagation or from which further plants might be propagated, but excluding foodstuffs intended solely for consumption as food, other than fresh fruits and vegetables imported by air, or foodstuffs included in any other item in this Schedule	All countries including East Malaysia
19	Toy guns, toy pistols, imitation arms	All countries including East Malaysia
20	(i) Animals, alive, all kinds, except sheep and goats (ii) Bones (iii) Bone meal	Brunei, Burma, Cambodia, Indonesia Laos, Thailand and Vietnam
21	Meat, fresh or preserved, bones, hide, skin, hooves, horns, offal of any animal or any portion thereof	Republic of India
22	All goods	East Germany, Hungary, North Korea and Poland
23	Any piece of equipment, apparatus, appliance, or any other device capable of producing the sound of a siren or any sound resembling that of a siren irrespective of its mode of operation	All countries including East Malaysia

(*Continued on next page*)

EXPORT INFORMATION CENTRE

The Export Information Centre of the Board of Trade's Export Services Branch is at 50 Ludgate Hill, London, one minute's walk from St. Paul's. It provides traders with a street-level inquiry point where they can find what services are available for dealing with export problems. The centre is open from 9.30 *a.m* *to* 5.30 *p.m.*

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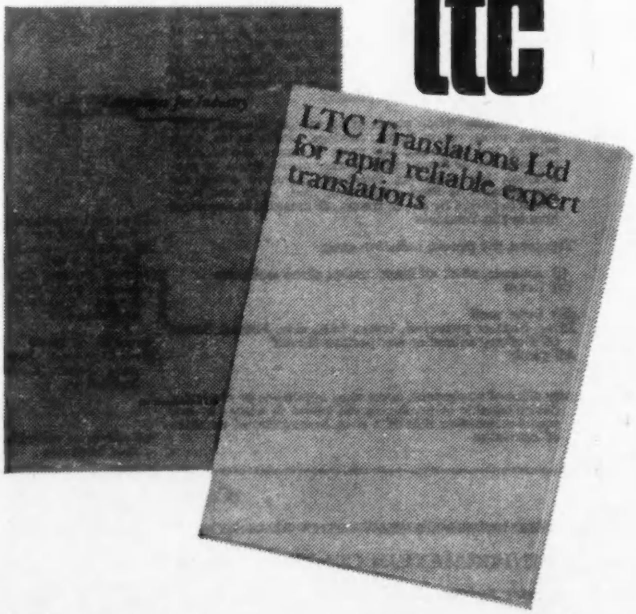

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MALAYSIA, *continued*

THIRD SCHEDULE (Goods which may not be imported into the State of Sabah under specific licence)

Item	Description	Country of origin
1	Cigarettes marked in any manner other than as approved by the Regional Comptroller of Customs	All countries including West Malaysia and Sarawak
2	Books, pamphlets, leaflets or any map, chart or plan not having printed legibly on the first or last printed leaf thereof the name and address of the printer and publisher	All countries including West Malaysia and Sarawak
3	Cloth and wearing apparel, jungle green in colour	All countries including West Malaysia and Sarawak
4	Coin or disc operated amusement machines including pin-tables, fruit machines, jack-pot machines, shooting galleries and similar machines and components, and spare parts thereof, but excluding record players, juke boxes and coin or disc operated cinematograph machines	All countries including West Malaysia and Sarawak
5	Rice, whether whole, polished or broken, but excluding glutinous rice	All countries including West Malaysia and Sarawak
6	Sand crackers	All countries including West Malaysia and Sarawak
7	Arms and ammunitions	All countries including West Malaysia and Sarawak
8	All goods	East Germany, Hungary, North Korea and Poland
9	Fresh eggs unless indelibly marked on the shell with the word 'IMPORTED'	All countries including West Malaysia and Sarawak
10	Gold, gold coins (other than Singapore $150·00 denomination gold coin, not exceeding one piece, imported by a traveller on the person), bullion and any gold in whatever state or form, including articles of jewellery or ornament (other than reasonable quantity of articles of personal jewellery imported *bona fide* as part of the personal baggage of a person arriving in Sabah from a place outside Sabah and intended solely for the personal use of such person)	All countries including West Malaysia and Sarawak
11	Any piece of equipment, apparatus, appliance or any other device capable of producing the sound of a siren or any sound resembling that of a siren irrespective of its mode of operation	All countries including West Malaysia and Sarawak
12	Bullet-proof vests, steel helmets and other articles of clothing intended as protection against attack	All countries including West Malaysia and Sarawak

FOURTH SCHEDULE (Goods which may not be imported into the State of Sarawak except under specific licence)

Item	Description	Country of origin
1	Cigarettes bearing any words other than those specifying the brand of the cigarettes and the name of the manufacturer, except for use as ships' stores or with the prior approval of the Regional Comptroller of Customs	All countries including West Malaysia and Sabah
2	Any piece of equipment, apparatus, appliance or any other device capable of producing the sound of a siren or any sound resembling that of a siren irrespective of its mode of operation	All countries including West Malaysia and Sabah
3	Lottery boards, that is to say boards of whatever substance made on which tickets are affixed or numbers, figures, designs or symbols are inscribed and which is designed for use, or is capable of being used, in connection with a lottery, within the meaning assigned thereto in the Gambling Ordinance, whether or not there are attached thereto any prizes to which any of such tickets, numbers, figures, designs or symbols may entitle the drawer thereof	All countries including West Malaysia and Sabah
4	Lottery tickets, within the meaning assigned thereto in the Gambling Ordinance, or any advertisement of prizes, or any other announcement relating to a lottery, sweepstake or other gambling transaction. Provided that this item shall not apply to any lottery ticket, advertisement of prizes or other announcement relating to any lottery, sweepstake or other gambling transaction organized for circulation within Sarawak under and in accordance with the provisions of the Gambling Ordinance	All countries including West Malaysia and Sabah
5	Coin or disc operated amusement machines including pin-tables, fruit machines, jack-pot machines, shooting galleries and similar machines and components and spare parts thereof, but excluding record players, juke boxes and coin or disc operated cinematograph machines	All countries including West Malaysia and Sabah
6	Sugar	All countries including West Malaysia and Sabah

Item	Description	Country of origin
7	Rice in whatever form including rice flour, rice bran and rice polishings	All countries including West Malaysia and Sabah
8	Firecrackers of the type commonly known as 'double-banger'	All countries including West Malaysia and Sabah
9	Fresh eggs unless indelibly marked on the shell with the word 'IMPORTED'	All countries including West Malaysia and Sabah
10	Arms and ammunitions	All countries including West Malaysia and Sabah
11	Live sheep and goats	All countries including West Malaysia and Sabah
12	Live poultry	All countries including West Malaysia and Sabah
13	All goods	West Germany, Hungary, North Korea and Poland
14	Military style uniforms, dress and accoutrements	All countries including West Malaysia and Sabah
15	Diamonds and diamond-set jewellery (other than a reasonable quantity of articles of personal jewellery imported *bona fide* as part of the personal baggage of a person arriving in the State of Sarawak from a place outside the State of Sarawak and intended solely for the personal use of such person)	All countries including West Malaysia and Sabah
16	Gold, gold coins (other than Singapore $150·00 denomination gold coin, not exceeding one piece, imported by a traveller on the person), bullion and any gold in whatever state or form, including articles of jewellery or ornament (other than reasonable quantity of articles of personal jewellery imported *bona fide* as part of the personal baggage of a person arriving in Sarawak from a place outside Sarawak and intended solely for the personal use of such person)	All countries including West Malaysia and Sabah
17	Bullet proof vests, steel helmets and other articles of clothing intended as protection against attack	All countries including West Malaysia and Sabah

Any inquiries regarding this notice should be made to Tariff Section, Export Services Branch, Board of Trade, Room E47, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471, 472, 473).

Import control (2)

THE MALAYSIAN GOVERNMENT *Gazette* dated October 23 publishes the Customs (Prohibition of Imports) (Temporary Protective Measure) (Amendment) (No. 17) Order, 1969, which amends: (A) The Second Schedule to the Customs (Prohibition of Imports) (Temporary Protective Measure) Order 1969 by deleting the following:

Heading No.	Description of goods	Country
32.13.100	Printing ink	All countries

This notice means that the goods described in the second column and originating from any country are no longer subject to special licensing when imported into the States of Malaya: (B) The Third Schedule to the Customs (Prohibition of Imports) (Temporary Protective Measure) Order, 1969, by deleting the following:

Heading No.	Description of goods	Country
85.03	Primary cells and primary batteries:	
800	For all purposes other than for hearing aids	All countries
900	Parts (including containers)	All countries

This notice means that the goods described in the second column and originating from any country are no longer subject to special licensing when imported into Penang.

Any inquiries regarding these notices should be made to Tariff Section, Export Services Branch, Board of Trade, Room E47, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471, 472, 473).

(*Continued on next page*)

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MALAYSIA, *continued*

Import control (3)

THE MALAYSIAN GOVERNMENT *Gazette* dated October 23 publishes the Customs (Prohibition of Imports) (Temporary Protective Measure) (Amendment) (No. 16) Order, 1969 which amends the Second Schedule to the Customs (Prohibition of Imports) (Temporary Protective Measure) Order, 1969, by deleting the following:

Heading No.	Description of goods	Country
28.38 900	Aluminium sulphate	All countries
28.45 000	Sodium silicate	All countries
39.02 390	Imitation leather of polyvinyl-chloride in sheets	All countries
44.24 000	Wooden ice-cream lolly sticks	All countries
44.28 900	Tooth picks	All countries
59.08 000	Textile fabrics impregnated or coated with preparations of cellulose derivatives or of other artificial plastic materials	All countries
85.20	Electric filament lamps and electric discharge lamps (including infra-red and ultra-violet lamps); arc-lamps; electrically ignited photographic flash-bulbs:	
	Electric filament lamps:	
	for use in decorative illumination of a capacity of:	
132	not over 60 watts	All countries
133	over 60 watts but not more than 200 watts	All countries
	for use in domestic lighting, of a capacity of:	
141	not over 60 watts	All countries
142	over 60 watts but not more than 200 watts	All countries

This notice means that the goods described in the second column and originating from any country are no longer subject to special licensing when imported into the States of Malaya.

Any inquiries regarding this notice should be made to Tariff Section, Export Services Branch, Board of Trade, Room E47, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471, 472, 473).

AUSTRALIA

Tariff Board inquiry on light weight cotton sheeting

THE AUSTRALIAN Minister for Trade and Industry has referred to the Tariff Board for inquiry and report the question whether assistance should be accorded the production of light weight cotton sheeting, etc.; tariff item 55.09.39, on fabrics which, but for the weight per square yard would fall within tariff item 55.09.32.

Details of the tariff items under which the above-mentioned goods are dutiable, may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 468).

This matter has been reported by the British High Commission at Canberra, who has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure, notification in this instance has to be made to the Australian authorities not later than **December 1.** Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2319), quoting reference CRE 2052/69.

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Tariff Board inquiry on caustic soda

THE AUSTRALIAN Minister for Customs and Excise has referred to the Tariff Board for inquiry and report the following questions, being matters arising out of Section 7 of the Customs Tariff (Dumping and Subsidies) Act, 1961-65:

(a) whether caustic soda, tariff item 28.17.1, has been or is being sold to a person in Australia at an export price which is less than the normal value in the country of exportation;

(b) whether, if the answer to (a) is in the affirmative, the importation of those goods is causing or is threatening injury to an Australian industry.

This matter has been reported by HM Minister (Commercial) at Canberra which has been asked to notify the Australian authorities at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure notification in this instance should be given to the Australian authorities not later than **November 26.**

Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2319), quoting reference CRE 2025/69.

JAPAN

Reduction in import deposits for consumer goods

THE JAPANESE Government have announced a reduction in the rate of import deposit for consumer goods from 5 per cent to 1 per cent with effect from October 20, 1969, thus bringing the rate for consumer goods down to the same level as that for raw materials and capital goods.

In addition, it was announced that securities, as well as cash, would be accepted as import deposit collateral for the import deposit on consumer goods.

All inquiries regarding this notice should be addressed to the Board of Trade, Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 475/420).

NEW ZEALAND

Postponement of Tariff and Development Board inquiry (1)

THE NEW ZEALAND Tariff and Development Board inquiry into import duties and import licensing affecting printing machine rollers (other than printing rollers) made of metal, covered or faced with rubber or polyurethane (Ex Tariff Item 84.35.01) set down for Friday, October 31, 1969, has been deferred until Wednesday, December 3, 1969. Any submissions of evidence should be lodged with Mr. O. A. Black, Secretary, Tariff and Development Board, by Wednesday, November 19, 1969. Details of this inquiry were published in the *Board of Trade Journal* of September 3, 1969, page 654.

Any inquiry regarding this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321), quoting Ref. CRE 759/69.

Postponement of Tariff and Development Board inquiry (2)

THE NEW ZEALAND Tariff and Development Board inquiry into import duties and import licensing affecting moulding boxes and moulds (Tariffs Items 84.60.01 and 84.60.09) set down for Wednesday, December 3, 1969, has been deferred. The new dates for this inquiry and the lodging of submissions of evidence will be notified at a later date. Details of this inquiry were published in the *Board of Trade Journal* of September 17, 1969, page 793.

Any inquiry regarding this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321), quoting Ref. CRE 758/69.

(NEW ZEALAND, *continued on page* 1334)

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NEW ZEALAND, *continued*

Tariff changes: shavers and hair clippers

DETAILS are given below of changes in the New Zealand Customs Tariff which came into effect on October 24, 1969:

Number	Description	Unit	Rates of Duty		
			British Preferential	Most Favoured Nation	General Tariff
Chapter 85					
Electrical machinery and equipment: parts thereof					
85.07	Shavers and hair clippers, with self-contained electric motor:				
85.07.11	Shavers	No.	20%	40%	60%
85.07.12	Parts		20%	40%	60%
85.07.18	Hair clippers	No.	20%	40%	60%
85.07.19	Parts		20%	40%	60%

Any inquiries regarding this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321), giving reference CRE 715/69.

JAMAICA

Industrial Incentives Law, 1956

THE FOLLOWING products have been declared 'approved products' for the purposes of the above law: (i) Dry yeast for making purposes; (ii) Compressed yeast for baking purposes.

Application for the status of 'approved product' and 'approved manufacturer' are processed by the Jamaican Industrial Development Corporation, 4 Winchester Road, Kingston 10, Jamaica (PO Box 505). It would be appreciated if firms writing to the Industrial Development Corporation, would copy their initial correspondence to the British High Commission, Commercial Department, PO Box 393, Kingston, Jamaica.

Inquiries about the above notice should be addressed to the Board of Trade, Commercial Relations and Exports Department, 1-19 Victoria Street, London, S.W.1. (Tel. 01-222 7877, Ext. 2627).

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URUGUAY

Imports of jute fabrics

URUGUAYAN GOVERNMENT Decree No. 422/969 of September 2 removed the surcharge of 100 per cent c.i.f. on imports of jute fabrics from LAFTA, reduced the surcharge of 225 per cent on imports from non-LAFTA countries to 30 per cent, and exempted jute fabrics from the 18 per cent additional import tax.

PERU

Amendment to customs tariff

PERUVIAN SUPREME Resolution No. 104-69-IC/DGC of October 21 creates the following new tariff item:

Tariff No.	Description	Specific duty (Soles per gross kilo)	Duty *ad val.*
44.17.0.02	Wood in slats, specially treated for the manufacture of pencils, to be imported with prior permission of the Direccion General de Industria	3.00	30%

Importation of this commodity is a concession and will last for six months during which time the Peruvians will be building up the industry involved.

UNITED STATES

The copying abroad of British designs

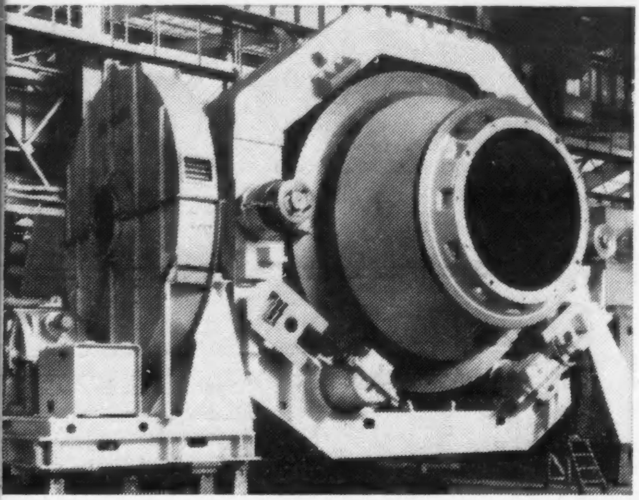
MOST COUNTRIES have laws under which it is possible to gain protection by registering one's design in that country. Registration in a large number of countries can however be expensive and onerous. The purpose of this notice is therefore to draw attention to the possibilities which exist of claiming protection, *without prior registration,* under copyright laws.

The passage of the Design Copyright Act in 1968 had the incidental effect of permitting British designs to claim some measure of protection in countries in which the Berne Copyright Convention applies and which protect 'works of applied art' under their copyright laws, e.g. most of the countries in Western Europe. Such copyright protection as there is – and it differs from country to country – is automatic. No registration or other formality is required.

The United States is not a member of the Berne Copyright Convention. It is, however, a member, with the United Kingdom, of the Universal Copyright Convention, and British manufacturers are entitled to the same protection for their designs as is given, by United States copyright law, to its own nationals.

By no means all designs for mass produced articles are protected by that law, and it is not the purpose of this notice to seek to give an authoritative exposition. In the United States, as in this country, it would be for the courts, in the course of legal proceedings, to decide individual cases. But generally speaking it seems that, when a two-dimensional design is embodied in a useful article in two-dimensional form, such as a textile fabric, wallpaper or painting on a lampshade, it retains its identity as a 'work of art' and retains its copyright protection. Similarly, if a three-dimensional design, when embodied in a three-dimensional article, can still be identified as a 'work of art' apart from the useful article as such (e.g. sculpture used as a lamp base or ornamental carving on a knife handle, etc.) it would probably still retain copyright protection.

However, the Universal Convention permits member countries to demand, as a condition of protection, that all copies of the work to be protected should be marked with the Convention's copyright symbol; and the United States' law so demands. This symbol, which must be placed in such a manner and location, in relation to the articles as to give reasonable notice of a claim to copyright, consists of the letter 'C' within a circle followed by the name of the copyright proprietor and the year of first publication of the work. British manufacturers producing articles embodying original designs, which they intend to market in the United States would therefore do well to consider the advisability of marking them in this way whenever a reasonable possibility exists of claiming protection in the United States for the designs in question. Without the symbol there is no chance of protection. With it there may be.



One of two Kaldo-type oxygen converter furnaces being supplied by Ashmore, Benson, Pease & Company Limited (a member of the Davy-Ashmore Group) to Dravo Corporation, of Pittsburg, United States. The furnaces, for treatment of sulphide melts of nickel by Inco techniques, will be installed by Dravo Construction Ltd., as part of a new $85 million refinery being built in Ontario, Canada, for The International Nickel Company of Canada, Limited.

Motor vehicle safety standards: Nos. 109 and 110

THE UNITED STATES Federal Highway Administration has announced amendments to Appendix A of standards 109 and 110 relating to rim and tyre sizes for passenger cars, which become effective on November 27, 1969.

Inquiries about this notice should be addressed to Export Services Branch, Tariff Section (United States), Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 455, 456, 457), Ref. FR 28.10.69.

CANADA

'Made in Canada' ruling

THE FOLLOWING ruling has been made in Canada for Canadian Customs purposes:

Of a 'class or kind made in Canada'.

Pursuant to the provisions of the Customs Tariff, channel (or core) and coreless electric induction non-ferrous, melting, holding and allowing furnaces with capacities up to and including 210 tons are being transferred from the category of a class or kind not made in Canada to that of a class or kind made in Canada. (Ruling effective December 1, 1969).

The above information is contained in Canadian Department of National Revenue Memorandum D51-11-1 dated October 29, 1969.

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For further information write or phone the United Kingdom Liaison Officer: Miss E. P. M. Baggs, Board of Trade, 1 Victoria Street, S.W.1 (Tel. 01-222 7877, Ext. 2438).

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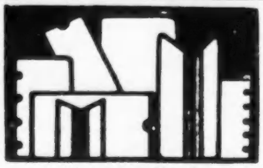

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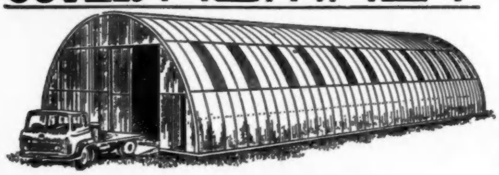

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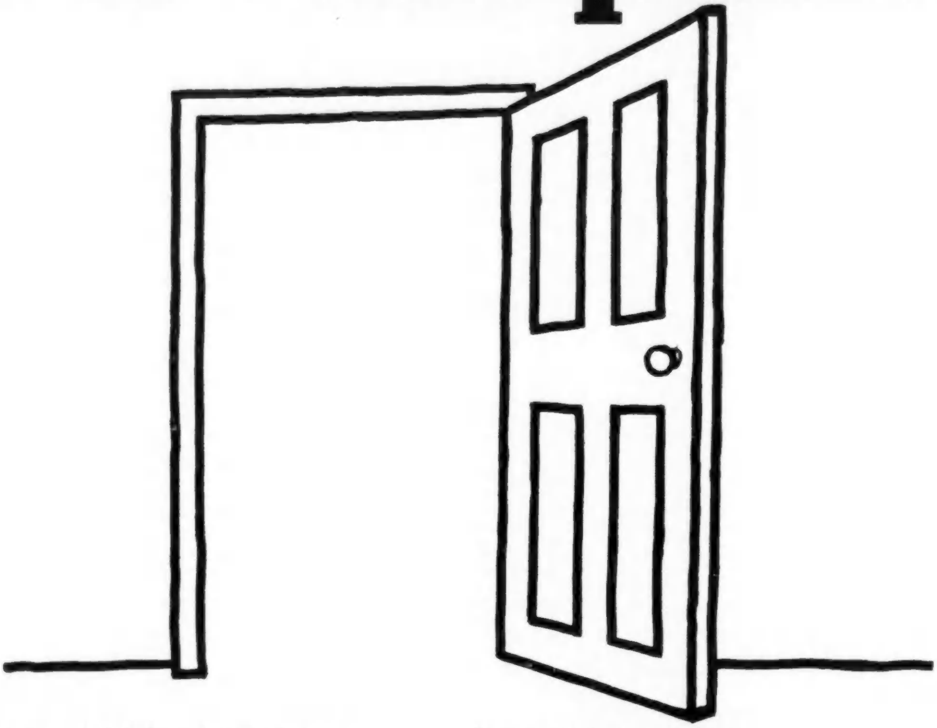

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